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International Commerce

September 24, 1962

Business Bulletins *from around the world*

CHILE—15% shipping surcharge scheduled to go into effect September 24 on cargo moving into 2 principal ports at Valparaiso and San Antonio is indefinitely postponed, Atlantic and Gulf West Coast of South America Shipping Conference reports.

COLOMBIA—Government authorizes National Neighborhood Roads Fund to contract loan with National Federation of Coffee Growers, to be applied exclusively towards purchase of tractors and dump-trucks to aid in carrying out present Neighborhood Road plans.

GHANA—Ministry of Finance and Trade grants importers additional $8.4 million allocation to import wide variety of items before end 1962. Included are frozen whole poultry, coffee, jacks and lifts, office machines, files, and children's clothing. About two-thirds of allocation goes to 9 major importers and remainder to smaller trading firms.

HONDURAS—Molino Harinero Sula, most important flour mill in country, spending about $85,000 for improvements including new building and 6 silos. With current 24-hour capacity of 73 tons, company to expand 1961 production of 199,000 100-lb. sacks to about 238,000 this year. Plant to increase production by 20% yearly in next 4 years, then import additional machinery. All wheat used is imported from U.S.; Commodity Credit Corporation facilities used.

INDIA—CEKOP of Poland to supply machinery and equipment and assist in constructing $18 million coal washery at Gidi, Bihar State, scheduled for commissioning April 1965. Production to include 1.1 million metric tons washed steam-size coal for railways, and ½-million tons for thermal power generation.

USSR to supply $23.6 million in equipment for 200,000 kw thermal power plant at Korba, Madhya Pradesh State; first 50,000 kw unit scheduled for delivery by December 1962. Also to supply $5.7 million to cover costs of machinery and equipment and services of Russian technicians for exploitation of underground coal mines at Banki and Surakachhar in Korba coalfields, Madhya Pradesh.

Crude oil may have to be imported for public sector Gauhati refinery in Assam State for mixing with crude from Nahorkatiya oilfield, which is not of requisite quality.

NETHERLANDS—Prototype hydrofoil ship, being built for travel across the English Channel, to accommodate 40 passengers and have 37 miles-per-hour speed. Equipped with 2 Boeing gas turbines, vessel to cost 530,000 guilders ($146,280).

Netherlands States Mines plans new facilities to boost its polyethylene production to 60,000 metric tons annually from present 25,000-ton level. Demand to be intensified by recent increase by all Common Market countries in duties on polyethene imported from the U.S.

NIGERIA—Government has amended open general license for imports from dollar area to require special license for wheat and wheat-flour imports. Shipments en route to be admitted, and applications for licenses covering future shipments under existing contracts to get "sympathetic consideration."

PARAGUAY—Local press reports television station may be built next year. President Stroessner signs decree setting norms for tv service in country, which also regulates distribution of channels in line with frequency regulations of U.S. Federal Communications Commission.

SENEGAL—Initial Senegalese quota in International Monetary Fund is $7.5 million; capital share in World Bank, $33.3 million; and subscriptions to International Finance Corporation and International Development Association, $184,000 and $1,680,000, respectively.

SOUTH AFRICA—Industrial Development Corporation, quasi-Government entity, to grant credit facilities to exporters for post-shipment periods exceeding 1 year. Present private facilities termed adequate for shorter periods.

SUDAN—Winning bid for construction of sugar factory (to be Sudan's second) at Khashm el Girba to be announced this fall. Existing plant (completed in late 1961 by West German consortium) has 60,000-ton annual capacity. Nine international firms (French, Belgian, Polish, Japanese, West German and British) have bids in for new facility.

Esso Co. of Libya has Ministry of Commerce approval to build ammonium nitrate plant at Port Sudan.

THAILAND—Ministry of Industry reports 400 acres of land near Bangkok airport purchased under Government's plan to establish industrial zone, calling for ultimate purchase of approximately 1,200 acres for not more than 16 million baht ($761,904.76).

Government and Thailand Steel Co., founded by Japanese and Thai industrialists, in agreement allowing company to survey for iron ore deposits in Nakhorn Srithamarat, South Thailand. Firm required to complete survey within 1 year; if, as result of survey, company desires to obtain mining concession, export discovered ore, or establish smelting plant, subsequent proposals to be submitted for Government approval.

TUNISIA—Officials report 1962-1963 olive crop to yield no more than 60,000 metric tons, less than half of expected yield. Government asks U.S. to provide 20,000 tons of edible vegetable oils under PL 480 to supplement current domestic consumption needs.

VIET-NAM—Esso Standard Eastern, Inc., has inaugurated first petroleum lubricant blending plant in Viet-Nam. $176,000 plant has 40,000-barrel annual capacity and can produce 50 varieties of lubricants.

WEST GERMANY—Yale & Towne International, Inc., New York, concludes long-term lease for manufacturing facility in West Berlin. New plant to be in production by October, making Yale and BKS brands of lock and hardware products and serving as service and distribution center for Yale and BKS industrial lift trucks and other materials handling equipment.

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About the cover

Stevedores in Bombay, India, prepare to unload a shipload of chemical cellulose manufactured in the United States by Rayonier, Inc., an American firm that sells almost 25% of their products in foreign markets. Ten years ago their foreign sales were approximately $4½ million. Last year they passed the $31 million mark.

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FACED ENTRENCHED COMPETITORS

Sales chief for Rayonier, Inc., tells how company expanded export sales over $26 million

Had to show sincerity in wishing to serve world markets with same continuing commitment it gave to domestic customers, sell at competitive prices, improve shipping

By MICHAEL A. BROWN
Vice President in Charge of Sales, Rayonier Incorporated

"The market for chemical cellulose and papermaking pulps is worldwide, and growing. Nearly everywhere in the free world, standards of living are improving and there is greater prosperity in many countries, particularly in Europe. These conditions foster an increasing demand for the many products derived from wood cellulose . . ."

So states a recent report by Rayonier Incorporated, which, in endeavoring to serve world markets with the same attention and continuing commitment that it gives to its domestic customers, has increased export sales from $4,504,000 in 1951 to $31,309,000 last year (Canadian subsidiary excluded). Total sales in 1961 reached $134,704,045.

Intensive product development, aggressive overseas salesmanship, participation in using-industries' activities, emphasis on quality, and attacks on various barriers to trade have brought Rayonier to a wider diversification of its business, in terms of both geography and industries served, than it has ever had before.

Rayonier was active in export in the '30s following development of a rayon pulp by one of the predecessor companies at Shelton, Washington, in 1932. The rayon industry of the world was growing in those days, as it continues to grow today. By 1937 about half of the production of three associated mills in the State of Washington was being shipped outside the country. (In 1937 the present corporation, Rayonier Incorporated, was formed, consolidating the three State of Washington operations and a fourth projected at Fernandina Beach, Fla.)

BOUND FOR OVERSEAS: Loading chemical cellulose for a foreign port. Photos by Richard, Tacoma.

Advent of the wars in Europe and the Far East cut off access to overseas markets and, even before the United States entered the war, a substantial part of Rayonier's capacity was required to provide cellulose for military explosives.

By the end of 1951, however, Rayonier and other North American producers of chemical cellulose were building or projecting large new plants and increases in the capacity of existing plants. It became apparent by early 1952 that in the following years there would be a large increase in U.S. capacity for chemical cellulose and that the U.S. market probably could not absorb it all.

In the spring of 1952 Rayonier began to develop vigorously the growing opportunities in overseas markets.

Paris office opened

The sales organization of the company, which had become almost a skeleton during the years when the products were on allocation, was rebuilt. Additional technical service people were recruited. A French national, who had been in the company's employ for some years, but then resident of New York, returned to Paris where the company's first overseas office was opened.

Priorities were set up. Western Europe had by 1952 already regained a sizable measure of economic health and showed definite signs of growth. It was set forth as the prime target. Japan, which was then beginning to emerge from postwar difficulties, was given priority number two, and Latin America, which showed then and now a smaller potential, was given third priority.

The international competitive situation showed Scandinavia to have a strongly

entrenched position as the world supplier of chemical cellulose. During times when the United States was unable to supply certain markets the Scandinavians had built a strong position, particularly in Western Europe. Except for a brief period in the middle of 1952 there was no large unserviced demand for cellulose, although it was possible to project a continuing growth in such demand. Certain Western European countries, such as France, Germany, Austria, Italy, and Spain, were building or rebuilding chemical cellulose facilities to use locally available woods. Japan also had a sizable domestic industry which was being rebuilt.

Japan, S.A. visited

Visits to reestablish contacts in Japan and South America were begun shortly after the Paris office was reopened. These visits were made by top company officials, members of the augmented sales department, technical service representatives who were expert in the various ways in which cellulose in converted into useful products, and by research people whose job it was to establish relationships with the research people of prospective customers so that products precisely meeting customer's requirements could be developed.

Even countries where there was no existing use for cellulose, such as India, were surveyed in anticipation of the growth in certain areas of new cellulose-using industries.

By the end of 1952 several points were clear to Rayonier management:

- The job was going to be a long, drawn-out campaign because of strongly entrenched competitors and established trade patterns.
- Rayonier had to give assurance that it was not in the export market merely for the purpose of dumping excess capacity. It had to show its sincerity in wishing to serve world markets with the same attention and continuing commitment that it gave to its domestic customers.
- Rayonier could hope to wedge its way in only by producing products of superior quality and to sell such products at competitive prices.
- Artificial barriers to free trade had to be broken through in some way. For instance, it had become traditional to require letters of credit from foreign buyers, even the most responsible, although domestic buyers were given open book treat-

CHECKING: A warehouse attendant at mill checks an order prior to shipment to firm in Bombay, India.

AT DESTINATION: Indian porters move packages of chemical cellulose on docks at Bombay, India.

ment with roughly thirty days credit. Steamship service was not always available to all places and steps had to be taken to assure regular good shipping service.

To give assurance to overseas prospects of Rayonier's intent, the company relied heavily on regular visits by top company officials to top people in overseas buying companies. All the normal methods of persuasion were used. Declarations of policy were drawn up and presented to prospects. Information on the company's expansion program was publicized. National advertising running in the United States was reprinted and sent to overseas companies.

Using-industry activities as tools

As the campaign progressed, it was possible to take advantage of certain activities within the using industries. For instance, in 1954 the first World Congress of Man-made Textiles was held at Paris and the top executives of virtually all overseas rayon and acetate producers were present. The company financially supported the activities of the Congress, and a delegation of Rayonier people met with several hundred people attending the Congress.

In 1958, rayon and acetate producers in Latin America met at Rio de Janiero under Rayonier sponsorship and at the expense of the company. A 3-day discussion of economic and technical factors was the heart of the program which was successful in evidencing beyond doubt Rayonier's interest in the markets of Latin America. More recently, at the Second World Congress of Man-made Fibres in London the company conducted meetings with customers and prospects in various parts of the world. Included were a Japanese/Chinese meeting; one for the North Americans; another for the British Commonwealth, including India; one for the northern Europeans; another for the southern Europeans.

In early 1955, a sales office was opened at Osaka, Japan. A Japanese national was employed to manage this office. Visits by Rayonier people to South America were started and some more marginal markets, such as Egypt and Taiwan, began to be looked at.

Quality is success pillar

Rayonier shared with its North American competitors certain advantages with regard to quality. Woods available on the Pacific Coast and in the Southeast are currently more amenable to a high purification than are woods available in certain other parts of the world. Rayonier and, again, its North American competitors such as Buckeye Cellulose Division of Procter & Gamble and International Paper Co., were large enough to support major research efforts.

Construction was completed in 1956 at Whippany, N.J., of a research laboratory concentrating on research in processes used by our customers supplementing an older research laboratory at Shelton, Washington. The new laboratory was situated at Whippany to enable more convenient visits by customers, particularly those from overseas. Regular meetings are held at Whippany between Rayonier research people and those of virtually every producer of rayon, acetate, and cellophane in the world.

Rayonier has invested in new plant facilities and modernization in the United States since 1951 the total sum of $93,702,000. The firm spends more than $2 million a year on research. The principal pillar of the company's success in building an overseas position has been superior quality.

Trade barriers attacked

The barriers to trade previously referred to were attacked in several ways. Most of Rayonier's plants are on tidewater, so that by negotiation it was possible to arrange satisfactory shipping service to virtually every port in the free world. The company adopted a credit policy which, in effect, put overseas buyers in the same position as domestic customers on payment of invoices. This meant, in some instances, extension of credit from date of billing for many months. Credit terms of 90 days are not now uncommon.

The accompanying table shows the increase in shipments of chemical cellulose and papermaking pulp during 2-year periods, 1951—61, to certain major areas. These figures may give the impression that everything was smooth sailing. This would be a misimpression. In Japan, for instance, Rayonier's efforts were highly successful and a total of 45,800 tons were shipped from United States mills to Japan in 1956; but construction at Sitka, Alaska, of a large pulp mill owned by Japanese interests greatly reduced Rayonier's shipments to Japan. Overseas, additional capacity in Scandinavia and in Western Europe created new and, to us, competitive problems. English interests who are large users of chemical cellulose built a mill of their own in South Africa. At times, shipping strikes in United States or overseas ports held up shipments to customers and raised the specter of unreliable supply.

Sales organization small

The company's position today is maintained by a relatively small sales organization. The Rayonier international sales organization now serves 129 customers in 30 countries. These customers are serviced by four men in Paris who cover Western Europe, including the United

Rayonier shipments of chemical cellulose and papermaking pulp to certain major areas, alternate years, 1951-61.

[In short tons]

Area	1951	1953	1955	1957	1959	1961
Western Europe and United Kingdom	14,733	24,085	65,388	77,861	113,437	146,495
Latin America	7,670	15,673	39,332	24,235	23,639	29,226
Japan	1,504	8,140	28,373	43,246	21,869	24,993
India and other Far East	11	2,199	7,626	12,799	21,996	19,678
Total	23,918	50,097	140,719	158,141	180,941	220,392

Kingdom and Egypt; by two men in Hong Kong who cover everything from South Korea to Australia and New Zealand, and from the Philippines to Pakistan; two men at Osaka who cover Japan; one man who covers South America; and, operating from New York, by the manager of international sales, R. L. Plummer; the general manager of sales, S. F. Teague; the treasurer, R. A. Budington; vice president, sales, M. A. Brown; executive vice president, J. T. Sheehy; and the president, R. F. Erickson; they, from time to time, visit markets throughout the world. These activities are backed up by a group of seven technical service people based at New York. These men, in a sense, bear the brunt of the selling job because they go into customers' plants and make the stuff work in the many and varied processes that are used to convert cellulose into useful products.

In all, the company, with all customers wherever located, depends on its own men to do the selling job. In certain countries where Rayonier people are not resident, local representatives act, in effect, as agents in handling the multitude of details often necessary to assist customers in actually buying the goods and getting them into the country where they are going to be used.

2 trade missions set to leave for Far East early next month

Mission to Japan to carry machine tool proposals; heavy schedule faces group going to Philippines

Eleven prominent U.S. businessmen are scheduled to leave early next month on 2 trade missions to the Far East—one to the Philippines, the other to Japan.

Five businessmen will take 285 proposals for new business from U.S. companies to Japan. Most of the proposals are for the sale of machine tools and machinery for plant equipment, although there are some in other lines.

Members of this mission are scheduled to be in Tokyo Oct. 6. They also will meet with Japanese businessmen in at least 8 other cities in Japan to discuss the proposals before starting back to the U.S. on Nov. 3.

The U.S. Trade and Industrial Development Mission to the Philippines will take with it the heaviest schedule of any of the more than 100 trade missions sent abroad to date.

When the mission, consisting of 6 U.S. businessmen, holds its first meeting with business leaders in Manila Oct. 6, it will present 425 proposals from U.S. firms interested in doing business with the Philippines.

The proposals cover all types of products but are mainly for the sale of chemical and general industrial plant equipment. After the meetings in Manila the businessmen will go to Bagio, Cebu City and Davao for similar discussions before starting back to the U.S. Nov. 7.

Japan mission

Heading the team to Japan will be Roy L. Morgan, a former resident of Japan, now director of the Department of Commerce's Office of Field Services. Irving Kramer of the Business and Defense Services Administration will serve as Deputy Director and Development Officer to collect data and information on trade opportunities submitted by Japanese businessmen.

The members include Ralph J. Kraut, Fond du Lac, Wisc.; Thomas R. Rudel, New York, N.Y.; Alan Stubbs, Springfield, Vt.; Harry H. Whittingham, Detroit, Mich.; and Everett F. Zurn, Erie, Pa.

Philippines mission

William H. Flood, Manager of the Seattle Field Office, will lead this mission. Robert Wilburn of the Office of Trade Promotion, U.S. Department of Commerce, will accompany the mission to collect data and information on trade opportunities submitted by Philippine businessmen.

Mission members include Thomas C. Ballagh, Philadelphia, Pa.; Russel J. Cameron, Denver, Colo.; Eugene M. Lang, New York, N.Y.; John R. Long, New Orleans; Paul J. Romance, Sarasota, Fla.; and Lester L. Wolff, New York, N.Y.

Technical exhibit planned next spring in Copenhagen

A technical exhibit, designed to show various aspects of scientific management, will be held in Copenhagen March 8-17, 1963.

The display will fall in 3 main groups—internal plant transportation, storeroom setup and equipment, and packing and forwarding; production controls and measuring devices; and production, hydraulic, automation and electronic equipment.

The exhibit will be staged in the Forum, Denmark's largest exhibition hall. It will be known as ITEM (International Teknisk Messe), and will be held in conjunction with the Danish Association of Scientific Management Engineers and endorsed by the Federation of Danish Industries.

It will be open primarily to Danish exhibitors, but foreign exhibitors who wish to participate, either directly or through their Danish representatives, will be welcome. Further details may be obtained from the exhibition office, UFESAS, 17 Blaagaardsgade, Copenhagen N.

ELECTRONIC COMPONENTS FAIR

The 6th International Exhibition of Electronic Components, Tubes and Accessories will be held Feb. 6-12 at the Parc des Expositions in Paris.

The Fédération National des Industries Electroniques, 23 rue de Lubeck, Paris, will sponsor the event.

New programs lead Eximbank to busiest year since 1946

Export insurance and guarantees for commercial banks are proving successful in boosting foreign trade

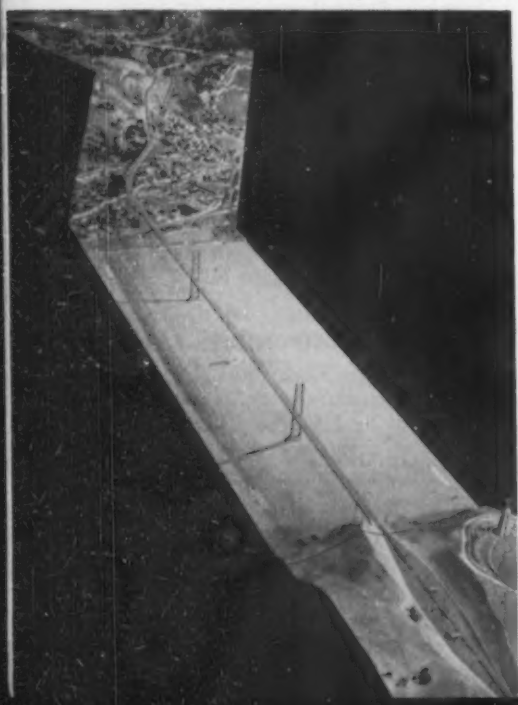
The Export-Import Bank of Washington's volume of business during Fiscal 1962 was the largest in history, excepting 1946 when huge loans were made for European war reconstruction. The Bank authorized $1.8 billion in loans, guarantees, and export credit insurance during the fiscal year just ended.

Eximbank President Harold F. Linder said disbursements for the year totaled $943 million and were extended with a net draw on the Treasury of only $100 million. Financing of $843 million in disbursements was through repayments on loans, interest and fees received, and by sale of Eximbank portfolio paper.

In addition to disbursements by the Bank, export guarantees and insurance amounting to $807 million were financed privately.

"To implement further the Bank's function of assisting U.S. foreign trade, 3 significant programs were started during Fiscal 1962," Mr. Linder stated. "They are the formation of the Foreign Credit Insurance Association; a system of guarantees on export transactions for commercial banks; and the sale of $300 million of Eximbank portfolio paper to private U.S. banks. We at Eximbank are most encouraged by the early operations of the FCIA, and the acceptance the Bank guarantee program has received in the private banking community," he said.

PORTUGAL'S GOLDEN GATE: An Eximbank loan of $55 million will help construct the Tagus River Bridge at Lisbon, Portugal. This loan was one of many made by the Bank in the fiscal year just ended, the second busiest in its history. (Eximbank Photo)



Within the total of $1.8 billion in new authorizations, $555 million were for development project credits; $500 million were for emergency foreign trade loans, of which $400 million were short-term standby credits for Canada; exporter credits and guarantees amounted to $462 million; and $345 million were committed for export credit insurance.

As of June 30, 1962, the Eximbank had $3.9 billion in loans and interest receivable, $1.9 billion in undisbursed commitments and an uncommitted lending authority of $846 million.

During Fiscal 1962, earnings from interest and fees were $165 million. A record $35 million dividend was paid to the Treasury, which holds the Bank's capital stock. The Bank's reserves increased by $70 million, and total administrative operating expenses were under $3 million.

Alliance for Progress loans to Latin American countries totaled $336 million, and disbursements to Latin America amounted to $600 million.

New authorizations to countries in other geographical areas were: Africa—$126.5 million; Asia—$362.1 million; Europe—$103 million; and Oceania—$2.6 million.

Foreign credit insurance

The Foreign Credit Insurance Association is an unincorporated group of over 70 major American marine, casualty, and property insurance companies. It was formed on the instigation of Eximbank to provide U.S. exporters with insurance on their sales comparable to export credit insurance plans found abroad and widely used by foreign exporters. Policies issued by the FCIA cover both political and credit risks; political risks are met by Eximbank and credit risks are shared by the Bank and the FCIA. Proceeds of FCIA policies are assignable to commercial banks who may be financing a particular export transaction.

The FCIA issues 2 types of policies. Under each type, payment is insured from the time the goods leave the factory, or from the date the order is received, until final payment date:

❶ Policies for short-term transactions (terms up to 180 days, exceptionally 1 year, after arrival at destination): exporter insures all exports to all countries, Canada optional, during a period of 1 year; cover is for 85% of losses due to credit risks and 95% for political risks.

❷ Policies for medium-term transactions (6 months to 5 years): exporter may insure a single sale, or repetitive sales to 1 buyer during 1 year, with insurance cover of 85% of losses due to either credit or political risks.

Eximbank guarantees

U.S. banks from coast to coast are using Eximbank's guarantees to expand their financing of medium-term export credits. These guarantees are available to commercial banks and other financial institutions provided: the obligations of the foreign buyer are financed without recourse on the U.S. exporter, and the commercial banks assume the credit risk on the early maturities of the notes.

The guarantee to the lending bank covers political risks on all maturities of the export paper and credit risks on the later maturities. Guarantee fees charged by Eximbank are roughly comparable to the insurance premium on FCIA policies.

U.S. bank in Luxembourg gains $1 million deposits

Deposits passed the $1,000,000 mark in August at Credit Européen, the "American-type" consumer-commercial bank established in Luxembourg last year by International Bank, according to Maj. Gen. George Olmsted, of Washington, D.C., chairman of the parent bank.

"Starting from little in deposits in April, 1962, this U.S. sponsored bank in the heart of the European Common Market has shown that a need exists there to serve the small businessman and middle-income worker," Gen. Olmsted said. "Passing the first million dollars in deposits in sixteen months, and the rising number of loans, confirms our belief that Europe needs the kind of consumer banking that has proven so successful in the United States."

He said a branch of Credit Européen is being completed in Esch, the second largest city in Luxembourg, and will be opened soon.

World conference on manpower set for October

To explore "human resources" for economic development

The "missing link" of economic development—world supply of middle-level manpower—will be discussed at an international cabinet-level conference in San Juan, Puerto Rico, October 10-12.

Middle-level manpower generally covers the range of occupations below trained and experienced professional, scientific, and technical personnel, and above semiskilled and unskilled occupational groups.

The conference, initiated by the Peace Corps and sponsored by the U.S. Government, will be attended by Ministers of over 36 countries, representatives of the United Nations and its specialized agencies, and private voluntary agencies.

The U.S. delegation will be led by Vice President Johnson and will include Health, Education, and Welfare Secretary Celebrezze; and the Secretary of Labor, Willard W. Wirtz; Walt W. Rostow, Chairman, U.S. Policy Planning Council; George L-P Weaver, Assistant Secretary of Labor; Robert Sargent Shriver, Jr., Director, Peace Corps; Walter Heller, Chairman, Council of Economic Advisors; Richard N. Goodwin, Deputy Assistant Secretary of State; and Frank Coffin, Deputy Director, Agency for International Development; also four (to be named) members of Congress.

Objectives

This will be the first such worldwide high-level conference at which both the industrialized and developing countries will be represented. Objectives are:

- To discuss and evaluate the worldwide shortage of middle-level manpower as an important obstacle to rapid social and economic progress.
- To make possible international consideration of the shortage and of the techniques of assessing this shortage in each nation.
- To examine new methods of training this manpower both inside and outside the framework of formal education.
- To discuss methods through which countries can expand, initiate, or make more effective their programs of volunteer assistance.
- To discuss methods of converting unskilled labor surplus into middle-level manpower by using volunteers of the developing country in development of their own nation.
- To discuss methods of continuing international cooperation in solution of these problems.

Manpower values

"The experience of many nations has taught that less than half of the development of the average industrialized country is attributable to capital investment," the scope paper for the conference reports. "More than half is the result of increasing manpower skills and development of technology to be applied by trained manpower. In fact it is probable that, in most countries, any given growth rate can be sustained only if the supply of trained manpower increases at three to six times that rate."

The inter-departmental—Labor, HEW, State, AID, USIA—planning effort has been under the guidance of Peace Corps Associate Director, William F. Haddad, who will serve as the conference Secretary-General, and Deputy Assistant Secretary of State Goodwin.

Nations attending

Acceptances have been received from the following nations and organizations:

Australia, Austria, Belgium, Bolivia, Canada, Chile, Colombia, Denmark, Dominican Republic, Ecuador, El Salvador, Ethiopia, Finland, Federal Republic of Germany, India, Israel, Italy, Ivory Coast, Jamaica, Japan, Liberia, Malaya, Nepal, Netherlands, New Zealand, Nigeria, Norway, Philippines, St. Lucia, Sierra Leone, Sweden, Tanganyika, Thailand, Tunisia, United Kingdom, and Venezuela.

United Nations; International Labor Organization; Food and Agriculture Organization; Organization for Economic Cooperation and Development; United Nations Educational, Scientific, and Cultural Organization; World Health Organization; and Asian Productivity Organization.

Commerce may give you the lead that counts

Foreign Service cooperation provides red carpet treatment for U.S. businessmen traveling overseas

The Commerce Department is equipped to supply U.S. businessmen going abroad with information and assistance which could contribute materially to the success of their trip.

The Department's Trade Initiation Division will notify foreign service posts of a visit and its purpose, so they may assist the traveler in attaining his business objectives. This notification is generally made by the least expensive means of communication, but where time is of the essence a cable will be sent at the businessman's expense.

Information concerning a trip should be received at the Department or the nearest Field Office at least 2 weeks (preferably 30 days) before departure, and should include, in duplicate, the full name of the person making the trip, his position and the name of his company; a brief description of the firm's activities and indication of types of commodities in which it is interested; whether the firm is interested in importing or exporting, selling or buying outright, obtaining an agency appointment or a license of some sort; and a complete trip itinerary.

All changes or cancellations should be reported immediately to the Field Office or the Foreign Service Posts concerned, with a copy to the Trade Initiation Division. Communications to Foreign Service Posts should be addressed to the posts and not to any individual officer.

The Department will also supply lists of the leading international trade fairs, and often can provide information on the number of firms taking part and the kinds of products to be displayed.

Reports on economic conditions, trade, foreign business laws, import and exchange controls, business centers, ports, and tariff rates are also available.

Regarding specific foreign business contacts, the Department will also furnish trade lists of manufacturers, producers, exporters, importers, wholesalers and agents abroad. Reports compiled by Foreign Service officers on the business standing, reputation, ability and activity of foreign firms may also be requested.

Austrian firm tells how to enter market

High quality sales literature in German is a must; spare parts depot is recommended

An Austrian import-export firm located in Linz has volunteered some advice to U.S. firms about to enter the Austrian market. The firm submitted the letter to the U.S. Embassy at Vienna in response to a routine trade list inquiry, and it is believed it will be of interest to many readers of this publication. The letter follows:

Gentlemen:

We are herewith returning the filled out questionnaire which you sent us. We hope you do not mind if we use this opportunity to furnish some advice to American exporters:

As far as we can judge the situation, only those enterprises will be able to enter the West German, Swiss, and Austrian market who have the courage to establish themselves in one of these countries, and, above all, can afford to have sales literature of good quality printed in the German language. Due to the lack of personnel, which is also felt in Austria, none of the importers will take the trouble and spend time on translating sales literature, or to have it printed in German.

In addition, any serious importer is afraid that spare parts and technical assistance will not be readily available in case of need, which has been the case in many instances. Special machines go often unused for months because the American supplier does not make any effort to send spare parts quickly by air mail. We know that the Austrian railroads could not use two sweeping machines for more than one year because the spare parts did not arrive from overseas.

We believe that only those firms establishing a depot of products and spare parts in one of the free ports in Linz, Hamburg, or Trieste will have a chance to conquer local markets. Now would be a favorable time (to do this), since West German manufacturers have long delivery times.

We are convinced that this information is not new to you but we felt obliged to let you know our opinion.

Only experts can lay bricks or shrink heads

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

Philip Ray, who served a couple of years ago as Under Secretary of Commerce, has taken a look at Latin America in a just published book by Regnery called "South Wind Red."

The other evening we read it and afterwards we slept soundly the whole night through. Controversial as it is, it's deserving of comment in any publication of the Commerce Department, especially this one, coming as it does from a distinguished alumnus of these cavernous corridors.

We've never met Mr. Ray, but we've talked to some who knew him quite intimately and he was, and obviously still is, forward looking, imaginative and articulate.

Since it is as American as credit cards and outdoor movies for everyone in Government including even a few of the Civil Service and career people, to aim at writing a book, and, importantly, to have it published when their term has expired, it is not unusual to find many Washington officials tidily keeping notes for their memoirs.

Mr. Ray did a good job with his and his work is statesmanlike, urgent and demanding.

"South Wind Red" develops an impatient note in suggesting that government promote private industrial activity, with its repetitive job creating ability, in foreign lands and especially Latin America by assuming the risks and guaranteeing investments.

Ray's program would hope to achieve long-lasting international friendships through the compulsory sale of large minority interests to nationals in the host country. He even advocates giving the stock, if necessary, to employees by way of profit sharing and bonuses or through installment purchases to provide wide ownership and avoid concentration of economic power in the hands of a few picaresque characters.

In such fashion, Ray believes, we will establish a showcase for a successful capitalistic economy, cut down on foreign aid, create jobs and more capitalists, and, through our example, foster a school system free of communistic domination.

There have been others lately talking the same way, insisting that such partnerships would be very modestly expensive, obviously far less costly than aid and certainly more lasting.

"The very key to our helping Latin America start down the road to more successful capitalism," Ray says, "lies in offering United States Government benefits or incentives to our industries operating in Latin America, in exchange for business conduct that serves constructive national purposes."

Ray is much concerned with education, believing that Americans are predisposed to the idea that there is almost a divine relationship between it and economic progress or democracy.

He points out, however, that the literacy rate in Soviet Russia is slightly better than ours, perhaps by a percentile, and warns that boys and girls who receive a communist education, as many currently receive in Latin America, are likely to turn out to be communists.

Ray also believes that all Latin Americans possess great skills regardless of education, even those who live in the upper reaches of the cobalt dark rivers that snake through the vast, serpentine green jungles.

"The Jivaros can shrink heads," he says, "and that's as exacting as laying brick or pipe fitting."

OREGON "E" WINNER: Senator Wayne Morse of Oregon looks on as Secretary Hodges presents citation to the new "E" winner, Timberline, Incorporated, represented by its president, Henry J. Block.

Secretary Hodges presents "E" awards

Export-minded firms in Oregon, New York, and Rhode Island cited

Overseas sales-promotion efforts have brought dramatic results for 3 U.S. producers of printing paper, wood products, files and saws. After successfully developing overseas markets, they found their export sales doubling and tripling.

To mark their export accomplishments, Secretary of Commerce Luther H. Hodges presented President Kennedy's "E-for-Export" awards to officials of these 3 firms in his office on September 17th.

The new award-winning firms are:

TIMBERLINE, INCORPORATED, of Portland, Ore., an exporter of hardwood forest products;

GREAT NORTHERN PAPER COMPANY, a newsprint and printing paper manufacturer with headquarters in New York City and plants in Maine; and

NICHOLSON FILE COMPANY, of Providence, R.I., a manufacturer of files, saws and industrial nylon products.

Product introduced

Timberline introduced American walnut stump clusters to western European veneer manufacturers and developed a multimillion-dollar market which it shares with other U.S. exporters.

Small Pacific Coast farmers who formerly destroyed the grafted, clustered stumps for which there was no U.S. market, now profit by selling to exporters.

Timberline also exports other hardwood logs and burls for which there is little U.S. demand. Since 1959, when the company was purchased by the present management, export sales have tripled.

Breakthrough in India

Overseas business travel and direct sales promotion have enabled Great Northern to introduce new grades of specialty groundwood printing papers into Asia, western Europe and Africa. In addition, the firm developed new overseas markets for other printing papers.

In India, a 1961 export sale was the first breakthrough for U.S. newsprint there in many years.

From 1960 to 1961, Great Northern almost doubled its export tonnage.

Exports boosted

The Nicholson File Company boosted its exports through a global sales promotion program and the combined efforts of 130 local representatives in 110 countries together with 8 traveling area managers.

The firm now sells more files abroad than in the U.S. and about 90% of the output of its Philadelphia plant is shipped overseas.

By purchasing 2 manufacturing plants in Connecticut and Michigan, Nicholson enlarged its production line to include industrial nylon products, bandsaws and hacksaws. Exports of these products have been expanded considerably.

Advertising and promotional material appears in 27 languages and its products are displayed at international trade fairs.

Schedule

LONDON

U.S. Dept. of Agriculture Exhibit: Oct. 9-26.

Medical and Surgical Supplies and Equipment: Nov. 8-30.

Children's Christmas Book Show: Dec. 12-21. **

Toys and Games: Jan. 22-Feb. 8, 1963.

FRANKFURT

Electrical Appliances: Nov. 14-Dec. 7. *

Automotive Service Equipment: Jan. 8-25, 1963.

Toys and Games: Feb. 5-22, 1963.

BANGKOK

Automotive Service and Maintenance Equipment: Oct. 1-Nov. 2.

Air Conditioning and Refrigeration Equipment: Nov. 26-Dec. 21. **

Automobiles-Trucks: Jan. 15-Feb. 8, 1963.**

Small Farm Machinery and Equipment: Mar. 5-Apr. 12, 1963.

TOKYO

Industrial Instruments & Laboratory Apparatus: Mar. 18-Apr. 12, 1963. *

* Denotes opening show.
** Denotes shows prepared by Embassy commercial staff using stocks of American-made goods held abroad by agents of U.S. firms.

Companies interested in participating in any of the regularly scheduled shows listed above are urged to write to the Department of Commerce, Trade Centers Division, Washington 25, D.C., for full information and market data.

FLORIDA "E" WINNERS: Secretary of Commerce Luther H. Hodges, center, helps representatives of 3 new award winning firms display "E" pennant in his office. The Florida firms recently honored include Miami Data Processing Center, Pearlson Engineering Company, and Univis, Incorporated.

Manufacturing firms in Massachusetts, Indiana, Florida receive "E" awards

New ceremonies honor makers of beverage dispensers, piston rings, marine elevators, data-processing supplies and optical goods for hard-hitting campaigns to expand markets

Five manufacturing companies in Massachusetts, Indiana and Florida are the recent recipients of President Kennedy's "E-for-Export" award. Since the first 10 "E" awards were presented at the White House late in March, 91 U.S. companies and organizations have been cited for their export achievements.

The new export-minded group includes:

❶ Jet Spray Cooler, Inc., of Waltham, Mass., manufacturers of electrically refrigerated beverage dispensers, who received their award Septmber 11th in New York City from William Carlebach, manager of the Commerce Field Office there.

❷ Perfect Circle Corporation of Fort Wayne, Ind., manufacturers of piston rings, valve seals, manulathes and other products. Governor Matthew E. Welsh presented the awarded to William N. Platka, the firm's vice president, in his Indianapolis office on September 11.

❸ Miami Data Processing Center, Inc., data-processing services and supplies, and Pearlson Engineering Company, Inc., naval architects and marine engineers, both of Miami; and Univis, Incorporated, optical manufacturers, of Fort Lauderdale. Secretary of Commerce Luther H. Hodges presented these 3 awards in his office on September 14.

Since it entered the export field in 1959, Jet Spray Cooler, Inc., has had a steady rise in sales overseas. The firm now distributes its products in 63 countries and has about 70% of the world market for electrically refrigerated noncarbonated beverage dispensers.

Jet Spray tailors many U.S. promotional techniques to local foreign markets, gives continuous marketing direction to all foreign distributors, and participates in many U.S. Trade Fairs and other local fairs. It is now planning to increase the overseas distribution of its products.

Export sales rise

The Indiana firm, Perfect Circle Corporation, has shown a spectacular growth in foreign sales resulting from its aggressive campaign for new overseas markets. In 1960, the company's export sales were 25% greater than in 1959 and 1961 exports exceeded those of 1960 by over 21%.

In addition to increasing its sales to long-estabilshed markets in Latin America, the Far East, the Middle East and Africa, Perfect Circle has made a breakthrough in markets dominated by European manufacturers.

The 3 Florida firms are comparative newcomers to the export business.

Miami Data Processing introduced its products overseas in 1959 and developed a substantial Latin American market. Exports now represent 10% of the firm's gross volume.

Export sales of the Pearlson Engineering Company were relatively minor before 1959 but now account for about 80% of the company's total sales. From 1960 to 1961, the firm increased its export sales by 400% by introducing its new-type Syncrolift marine elevator into world markets.

For the export market, Pearlson uses advertising, direct-mail promotion, publicity and other promotional media. Markets have been developed in Western Europe, Latin America and the Far East. Agencies have also been set up abroad.

The Florida optical company, Univis, launched a drive for greater exports in 1960, after exporting on a small scale for 10 years.

New products have been introduced into overseas trade and sales have risen rapidly, despite the competitive situation in many world trading areas. Today, the firm sells its products in 49 countries on every continent.

Sales executives to meet October 14, Rio de Janeiro

The Third Pan-American Congress of Sales Executives is to be held in Rio de Janeiro from October 14 to 18. The Rio de Janeiro Association of Sales Executives is hosting the congress, which is to be concerned with not only purely technical questions, but also the general problem of the economy of Latin America, the Alliance for Progress, and the Latin American Free Trade Association.

Further details are available from Sales and Marketing International, 630 Third Avenue, New York 17, N.Y., under whose auspices the meeting is being held.

Japanese shows interest in Red China market

Four of the major Japanese fertilizer producers, Toyo Soda, Ube Soda, Tokuyama Soda, and Asahi Glass, plan to send representatives to Communist China this month to negotiate the sale of 60,000 tons of ammonium chloride and unspecified amounts of urea.

China reportedly is conditioning the purchase on the extension by Japanese firms of one to two year deferred payments which Peiping claims European fertilizer manufacturers extend.

Slackening U.S. investment, labor shortage fail to halt Netherlands' economic push

Productivity rises as industry adjusts to 45-hour week; Common Market competitors forcing Dutch firms to merge; huge Groningen natural gas field readied for production

The Netherlands' economy continued to pick up momentum during the second quarter of 1962 despite a slackening in U.S. investment and a continued critical labor shortage.

Dutch investment officials do not believe this slowdown indicates any general disappointment with investment conditions. They emphasize that a number of U.S. firms are carefully studying investment possibilities in the Netherlands and may decide to establish there during the coming months.

The delay in issuing building permits is apparently an impediment. A number of U.S. firms already in the Netherlands have had to postpone expansion plans owing to the tight building situation.

Joint ventures

New U.S. investment taking place in the second quarter showed an increasing trend toward joint ventures. The National Starch and Chemical Company established N. V. Delft-National Chemie at Delft in cooperation with the Adhesive and Gelatin Works "Delft," N. V.

National, with its large research organization in the U.S. will provide technical advice for production of synthetic emulsions and glues by the new company.

Polyvinyl Chemical Inc., has decided on further cooperation with the Stahl Chemische Industrie N. V. of Waalwijk to produce chemicals for the shoe industry. The Reynolds Metals Company has entered into a cooperative agreement with Aluminum Extruder (Holland) N. V. of Harderwijk for increased production of extruded structural aluminum.

The F and M Scientific Corporation of Avondale, Pennsylvania, established a wholly-owned subsidiary in Amsterdam to produce scientific instruments for spectrographic analysis of solids converted to a gaseous state. This sepcialized venture is welcomed by Dutch officials as a means of increasing technological proficiency.

Outside the industrial field, U.S. interests were represented in 2 new ventures. The American Life Insurance Company, a Delaware corporation with offices in Bermuda, established a branch in The Hague. The new office will seek business in the Netherlands while servicing policy holders formerly living in Surinam and the Netherlands Antilles.

The Amsterdam Hilton Hotel, in which the Hilton parent has a minority share, opened early in July as the city's most luxurious hotel. Hilton is also constructing a motel in the center of Rotterdam.

Industrial production for the first 2 months of the second quarter advanced 2.5% over the figure for the corresponding period in 1961. An important stimulus was the productivity increase as industry adjusted to the 5-day, 45-hour work-week introduced last year. Continuation of this slight production uptrend is anticipated throughout the rest of the year, aided by higher consumer demand from a lowering of taxes and a raise in old age pensions in July.

Metals sector strong

The order position of Dutch industry at the end of the first quarter reflected the strength of the metals sector, where total orders increased 4.5% over the December 1961 level. In several other sectors, however, orders decreased, particularly in the clothing and shoe industries.

A later survey showed that during June some decrease occurred in the order positions of firms producing investment goods, while hardly any change was reported from the consumer goods industries. Continuation of this decrease would confirm a recent Government estimate, which forecast a drop of 18% in industrial investment during the year from the $794.6 million (2,879 guilders) invested by industry in 1961.

In addition to the persistent labor shortage, inability of the building industry to meet new construction demands has acted as a further brake on Netherlands' industrial development. The waiting time for industrial construction permits has grown steadily. Because of bad weather during the winter, the number of permits granted outran the building industry's capacity, so the Government is now issuing permits at an even slower rate.

In the principal industrial areas, the waiting time for a permit to build a new plant now runs from 1 to 2 years. In the less developed areas, such as Zeeland and the northern provinces, this period is somewhat shorter, running between 6 and 8 months. This has created an additional incentive for industry to build in outlying areas where the Government is encouraging industrial expansion.

Togetherness

To meet increasing competition from other EEC manufacturers, 7 Dutch textile firms employing 6,300 persons have merged into a new company, N. V. Textiel Unie, with total available capital resources of $14.9 million (54 million guilders). The new company owns 250,000 spindles, representing over 25% of the country's spindles. The trend toward concentration in each industry can be expected to continue as other fractionalized

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions throughout the world, can be obtained from the Office of Regional Economics, Bureau of International Programs, Department of Commerce, Washington 25, D.C.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on departmental analysis.

SHUTTING OUT THE SEA: The Netherlands won another major victory in her never-ending battle with the North Sea last April, with completion of the final stage in the closing of the Veerse Gat estuary, which is part of a $650 million hydrological public works program designed to prevent repetition of 1953's disastrous floods which killed 1,800 people. The project is scheduled for completion by 1978.

industries consolidate to meet stiffer competition inside the Common Market.

Proven reserves of the newly-developed Groningen natural gas fields are officially estimated at 150 billion cubic meters, but some sources believe that further explorations may reveal reserves as high as 400 billion cubic meters. In that case, the Groningen reserves would be twice the size of the famous Lacq deposits in France and nearly as big as the huge Sahara deposits.

The Government is expected to establish the price of the gas low enough to open a mass market for heating homes and offices. Owing to the limited amount of gas which can be consumed in the Netherlands, large quantities should be available for export.

Exploitation of the Groningen gas fields is expected to begin next year. It will probably be carried out by a new company, jointly controlled by the Netherlands State Mines Corporation and by N. V. Nederlandsche Aardolie Maatschappij (NAM). Ownership of NAM is shared by Royal Dutch Shell and the Standard Oil Company of New Jersey.

Trade deficit cut

Foreign trade developed favorably during the second quarter of 1962. Exports climbed to $1,117 million (4,046 million guilders), up 9.7% from the April-June period of 1961, while imports totaled $1,318 million (4,775 million guilders) for a gain of 4.3%.

The trend toward increased trade with the Common Market countries continued during the period under review. In the first 6 months of 1962, exports to the EEC rose by 10% and imports from that area were 5% above the similar period last year. These increases were substantially higher than the average for Dutch foreign trade as a whole.

Imports from the U.S. reached $326 million (1,181 million guilders), 10% above the same period in 1961, while exports to this country rose 6% to $98 million (354 million guilders). Major imports from the U.S. were wheat, corn and other grains, oil seeds and nuts, coal, aircraft and parts, and machinery.

Impressive gains were registered for wheat, corn, aircraft and parts, and machinery. On the other hand tobacco and cotton, while still important, dropped off sharply owing to less attractive prices.

Foreign borrowing

Late in April the Netherlands Bank announced it would license a limited amount of foreign borrowing in the Dutch capital market. A quota of $41.4 million (150 million guilders) of foreign issues will be permitted through September. An additional quota may be established for the last quarter.

The first foreign bond issue licensed was a $11.04 million (40-million guilder) World Bank issue of 4½% 20-year bonds sold at 99.5% of par value. The terms were comparable to those offered by recent domestic institutional borrowers, but the loan was not fully subscribed. It was the first time in 3 years that an important bond issue did not succeed on the Dutch capital market.

Even more disappointing was the failure of a Netherlands Antilles $13.8 million (50-million guilder) offering of 4½%, 25-year bonds guaranteed by the Netherlands Government for both principal and interest.

The difficulties encountered by these issues is believed to have been due principally to higher interest rates in neighboring countries, although reduced liquidity on the Dutch capital market was also a factor. Furthermore, both loans coincided with a sharp decline in stock prices, which may have generated hesitancy among investors.

The Netherlands Bank continued to limit the rate of credit expansion, and commercial banks had to make special reserve deposits when they exceeded the credit ceiling. In April the discount rate was raised from 6 to 8%. Banknote circulation reached an all-time high in May, temporarily tightening conditions. Nevertheless, the money market remained fairly liquid, although less than a year ago.

KLM still losing

KLM announced a loss of $21.1 million (76.6 million guilders) in its 1961 operations, compared with a profit of $2.8 million (10.3 million guilders) in 1960. Despite economy measures which included releasing 1,000 employees, provisional figures for first quarter 1962 showed a loss of $11.2 million (40.4 million guilders) against only $5 million (18-million guilders) in first quarter 1961.

In June the Government introduced a bill to authorize a direct loan of up to $13.8 million (50 million guilders) to KLM and to guarantee up to $103.5 million (375 million guilders) in loans which KLM might contract at home or abroad.

As the quarter closed, passage of the bill seemed assured.

The labor shortage continued unabated. Registered job openings for men exceeded unemployed by 300 to 400% during the entire quarter, while for womens' jobs the disparity was even greater. Some efforts were made to attract foreign labor, but its availability is diminishing.

A large number of collective bargaining agreements were negotiated, with raises tending to exceed the amount called for by Government policy owing to inability to apply productivity criteria.

Good crops cheer drab Moroccan economic scene

Full impact of this year's harvest not likely to be felt immediately; imports from U.S. rises, chiefly due to wheat sales caused by drought

There has as yet been little noticeable pick-up in Morocco's general economic activity in spite of improved crop prospects. The full impact on the economy of this season's better crop is not likely to be felt until later this year.

The relatively poor condition of the economy is partially due to the reduction of purchasing power during 1961, caused by drought and lack of new industrial construction projects.

The U.S. share of total imports rose to about 15%, however, a large part of this is accounted for by heavy wheat imports under the Title I, PL480 program.

The textile trade and industry have been particularly hard hit by the present low economic activity. Very high stocks accumulated during 1961's poor times were carried over and are still a glut on the market. This situation may be alleviated in the fall, when the farmers receive payment for their crop and begin to buy certain essential products needed by their families. However, present indications are that farmers, who are even now marketing their grain, are not spending their money, but are hoarding both a portion of their grain and a percentage of their cash.

New textile plants

In spite of the severe crisis in the Moroccan textile market, a new 15,000 spindle cotton spinning factory with an annual production estimated at 1,750 tons of thread was recently opened by COFITEX in Fez. At the same time, King Hassan began a new weaving mill.

The cost of living index (100=October 1958 through September 1959) fell from 113.1 in March to 112 in April to 111.2 in May, but then rose slightly to 111.7 in June. The downward trend usually continues through June in view of the generally lower prices for fruit, vegetables, and similar products, but this year the upward trend began a little earlier.

The difference between June of 1962 and June 1961 is 6.9, which seems to indicate an increasingly wider gap between the index for 1961 and 1962. This gap could become much wider in late summer and early fall if there should be a significant revival of economic activity and a renewed demand for increased wages and fringe benefits.

In general, however, the low level of economic activity has tended to retard the inflationary pressures which showed up in the last part of 1961 and the early months of 1962.

The volume of shipping through the Port of Casablanca during the first 6 months of 1962 was below the 1961 levels. On the other hand, a surge in electrical power consumption in recent months indicates that production may be picking up, in expectation of better times ahead. Both production and sales during 1962 have been consistently running ahead of 1961, but sales are not yet keeping pace with production.

Mine output sags

Production results for the mining industry were generally disappointing during the first 4 months of 1962. Phosphate production was up only slightly compared to 1961, and production of metallurgical manganese, iron ore, anthracite coal, cobalt, zinc, and barytine were all below last year's levels. The only substantial increases were found in the production of chemical manganese, petroleum and lead.

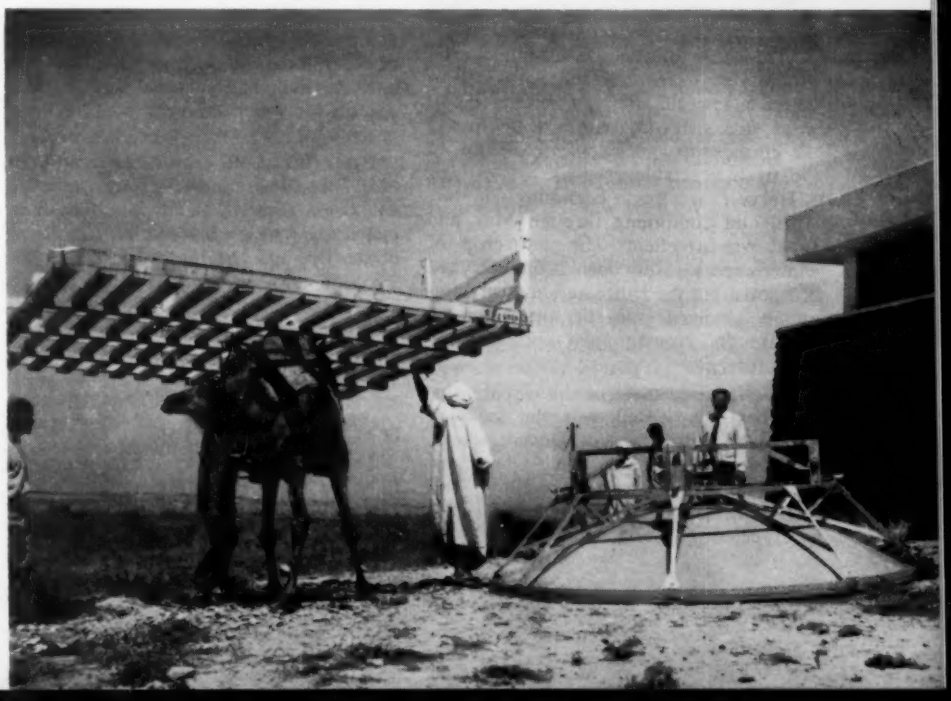
The latest available report of the Mining Industry Association, released in June, pointed to a cost-price squeeze which seriously threatened the industry, particularly where lead and zinc mining were concerned. Increased labor costs, both direct (the 5.7% increase in wages January 1, 1962) and indirect (social security charges), have raised costs at a time when world market prices were falling.

The outlook for lead and zinc is so unfavorable that relief is being sought through cancellation of export duties and by rebates on power.

A copper mining concession was granted to 2 Czech enterprises in April at Talaat N'Oumane in the Anti-Atlas range. They are to furnish the necessary equipment and receive payment in ore, and are to operate in partnership with the Moroccan Government's Bureau des Recherches et Participations Minieres (BRPM).

One new petroleum concession has been awarded to the West German firm, Preusaag, covering exploration rights in the Doukkala plain in the Safi—El Jadida region. The terms were similar to those of the recent Petrofina concession in the Draa Valley, namely 80-20 participation, with the proviso that the Moroccan Government share would automatically be-

MOROCCAN TV: Camel-power was enlisted in the installation of a 154-mile microwave link between Morocco's 2 principal cities, Casablanca and Marrakesh. Installed by Automatic Electric International of Northlake, Illinois, the 4-hop link opened up a television link between the cities. The project employed microwave equipment manufactured by an Italian subsidiary of General Telephone & Electronics.



come 50% should oil production begin.

Trade patterns altered

Preliminary and unofficial figures for the first 4 months of 1962 show that total imports amounting to $146 million (739.6 million dirhams) were down 3% from the corresponding period in 1961. This figure was still far ahead of the 1960 figure of $127 million (643.5 million dirhams).

Exports during this same period increased only slightly from $114 million (577.5 million dirhams) in 1961 to $114.4 million (579.6 million dirhams) in 1962. The trade deficit for this period amounted to $30 million (160 million dirhams) compared to $35 million (180 million dirhams) in 1961 and $14 million (74 million dirhams) in 1960.

During these same 4 months the most significant changes in foreign trade occurred with the franc and dollar zones. Moroccan imports from France fell very sharply, mainly because of the suspension of sugar purchases and the cessation of finished petroleum product imports as well as higher tariffs on luxury imports.

As a result of the negotiations between France and Morocco, new considerations are being given to the trade relations between the 2 countries. Morocco is particularly anxious to preserve its customs free quotas for Moroccan exports to France, and would like to enlarge and extend these quotas.

The French have indicated a willingness to discuss possibilities but have made it clear that they are limited by their memberships in GATT and the Common Market.

Farm outlook brighter

The auspicious growing season which began in early 1962 continued throughout Morocco during the second quarter of the year except for the Souss Valley where a chergui, the hot searing desert wind, struck in May with a heavy loss to the citrus crop and a lesser reduction of the fresh vegetable crop.

Harvest weather, beginning in late April and continuing through May and June, was excellent. The new crop of winter cereals shows such abundant yield prospects that the entire agricultural community changed from the pessimism of the drought year to great optimism for the future.

An official estimate of the cereal crop, now being harvested, sets the yield at 1,055,400 metric tons of Durum wheat, 352,800 metric tons of bread wheat and 1,227,500 metric tons of barley. The corn crop, although not yet harvested, is expected to yield from 250,000 to 300,000 metric tons, of which as much as 100,000 tons may be offered for export.

Secondary crops, many of which are normally exported, look promising. Canary grass, an important export commodity, appears likely to have a record crop, reported in the press at 40,000 metric tons.

The citrus export season ended with better totals than expected earlier in the shipping season. At crop year end in June, Morocco had sold on foreign markets 308,157 tons of oranges, 27,964 tons of dementines and 10,974 tons of other varieties.

Exports of early vegetables set new records in the season just closed. Tomatoes, potatoes, green beans, green peas, peppers, artichokes, onions and other miscellaneous produce totaled 250,786 metric tons to June 15.

IDA loans Tunisia $5 million for school construction

The International Development Association, an affiliate of the World Bank, has extended a credit of $5 million to Tunisia for secondary and technical school construction. The credit is the first made by IDA for education, and is also the first operation in Tunisia by either IDA or the Bank.

Tunisia passed an Education Reform Act in 1958 and a 10-year program for 1962-1971 has now been adopted, and is expected to cost the equivalent of $210 million. Almost two-thirds will be spent on secondary and middle schools.

During the next 3 years, the Government intends to spend the equivalent of $31 million on the expansion of secondary and middle education and the IDA credit of $5 million will help provide just over half the financing to build and equip 6 schools for which the need is particularly urgent.

Plans for these schools have already been prepared, and their construction will begin shortly. Meanwhile, long-term plans for future construction are being drawn up, and the Bank is assisting the Tunisian Government in organizing a team of experts of international caliber to advise on the standardization of secondary school buildings and the reduction of building costs.

ITALIAN OUTPUT UP

The index of industrial production in Italy for the first half of 1962 stood at 216.5 (1953 = 100), compared with 195 for first half 1961, an incerase of 11%.

France, Algeria sign 9 accords

Deal with technical and cultural assistance, financial relations and the future of the Sahara

France and Algeria signed 9 agreements covering cultural and technical assistance, Franco-Algerian financial relations, and the Sahara at Paris on August 28, 1962.

A trio of technical and cultural assistance protocols make it more attractive for French civil servants to remain in Algeria. Two financial agreements provide for the continuation of present arrangements regarding the Algerian treasury and for French supervision of expenditures under the Algerian budget, until the end of the year.

The remaining agreements cover the Sahara. One provides for the financing of public works projects now under way, and 3 establish long-term arrangements governing petroleum matters.

The first of the long-term protocols regarding the Sahara recognizes the preferential right of French companies to new mining and petroleum exploration or exploitation permits when equal bids are made by a French and a foreign corporation. This right was recognized in the Evian accords. The present agreement only establishes the machinery by which it will be maintained.

The second agreement establishes the organization responsible for the exploitation of the Sahara, envisaged in the Evian accords, and sets forth its statutes.

Mexico buys U.S. sheep; wants higher wool output

During the first week of August, Mexico imported 25,000 head of Rambouillet breeding sheep from the U.S.

The shipment consisted of about 7,000 rams which crossed the border at Laredo and about 18,000 ewes which entered Mexico through El Paso. The sheep will be distributed among small farmers and ranchers in northern and central Mexico.

The Mexican Government has purchased the sheep in an effort to increase wool production. Mexico would like to produce enough wool to supply its domestic consumption requirements and become independent of foreign sources of supply.

Business machine exports of U.S. gain over '61

Exports up over 9% as imports drop 9.4% for 6-month period

U.S. exports of business machines continued to increase in the first half of 1962, and imports dropped, Business and Defense Services Administration reports.

Exports totaled $168,889,026 in the Jan.-June period this year, compared with $154,750,825 for the first 6 months of 1961, an increase of 9.1%.

Imports were down 9.4% from $47,206,745 to $42,770,671, due principally to the drop in typewriters, dictating machines and adding machines.

Canada, with $33.2 million, continues to be the best single country market for business machines, followed by Japan, with $22.1 million; West Germany and the United Kingdom.

Important gains in U.S. exports were shown this year for duplicating machines, electronic computers, adding machines and typewriters. Substantial advances were also made in check-handling and mail-handling equipment and in dictating

Europe, Canada and Asia accounted for about 87% of the total, with Europe taking slightly more than 51% compared to 48% for the same period last year. Of the European total, the Common Market countries accounted for 67% and the European Free Trade Association took 32%. West Germany, France and the Netherlands are still the best markets among the former, while the United Kingdom, Sweden and Switzerland continue to lead among the latter.

Exports to South America and to Central America and the Caribbean area showed sharp declines.

In U.S. imports, typewriters are still the most important product with $16.1 million, but show a decline of 10% from the first half of 1961.

Italy was the largest supplier of all business machines with 24.8%, while West Germany was a close second with

NORWEGIAN SUPERMARKET

Norway's largest privately owned supermarket, which has 50 employees and a floor space of 14,000 square feet, was recently opened at Rodtvedt, a 5,000 population satellite town near Oslo.

World Bank lends Pakistan $23 million to revamp overloaded rail systems

Nine private U.S. banks join in early maturities of loans; freight and rail traffic skyrocket in both parts of nation

The World Bank has made 2 loans totaling the equivalent of $23 million to Pakistan for the improvement and expansion of the railway systems in West and East Pakistan.

The loans, comprising $18¼ million for the Western Railway and $4¾ for the Eastern Railway, will cover part of the foreign exchange costs of the Railways' programs during the third and fourth year of Pakistan's Second 5-year Plan. The success of the Government's efforts to accelerate economic development is heavily dependent upon the ability of the Railways to meet Pakistan's transportation needs.

Nine private banks are participating in the loans to the extent of $1,182,000, representing the first 2 maturities and part of the third maturities of both loans. The participating banks are Bank of America National Trust and Savings Association, San Francisco; Irving Trust Company, New York; Fidelity-Philadelphia Trust Company; Bankers Trust Company, New York; The First National Bank of Boston; The First Pennsylvania Banking and Trust Company, Philadelphia; Wells Fargo Bank American Trust Company, San Francisco; Chemical Bank New York Trust Company; and First National City Bank, New York.

To enable the railways to continue their program of rehabilitation, improvement and expansion, the Second 5-Year Plan provides for expenditures of $300 million (1,400 million rupees) for the railways; one-third on the Eastern Railway and two-thirds on the Western Railway.

During the third and fourth years of the Plan the Railways intend to carry out programs costing the equivalent of $141 million, of which $81.4 million will be required in foreign exchange. Germany, the United Kingdom and the U.S. are to provide the equivalent of nearly $60 million. The balance will be met by the 2 Bank loans, which will help to finance the acquisition of passenger coaches, freight cars, material for freight cars, railway ties, plant and machinery for workshops, components for signaling equipment and ocean freight on imported supplies.

East and West Pakistan, more than 1,000 miles apart, each have their own separate railway system.

The Western Railway consists of 5,326 route miles, and the Eastern Railway, 1,715 route miles. During the past 6 years there has been a significant increase in freight and passenger traffic on both systems. Freight traffic on the Western Railway increased by 46% to 4,129 million ton miles in 1960/61 and that on the Eastern Railway by 100% to 945 million ton miles. The increases in passenger traffic during the period were 30% and 37% respectively, reaching 5,716 million passenger miles on the Western Railway and 1,882 million passenger miles on the Eastern Railway in 1960/61. This trend is expected to continue in the coming years.

Turkish railway contract awarded to 2 U.S. firms

The Bethlehem Steel and Titan Industrial Corporations have been awarded a contract of $2,647,736 for the purchase of superstructural materials and fixed installations for the Mus-Tatvan railroad project. This is a plan for the development of Turkey's eastern frontier, and will eventually link with Iran and West Pakistan in a continuous railroad connection.

The Agency for International Development (AID) will supply the money, according to the Commission for Railroad and Harbor Construction of the Ministry of Public Works, which made the award.

Bethlehem Steel, second largest steel producer in the U.S., will supply some of the most modern equipment ever introduced into Turkey for this railroad. Construction is expected to commence in early 1963. The formal contract will be signed within a few weeks.

POPULATION OF INDIA

A check of the 1961 census has led to a revision of the population figures for India. The provisional estimate of total population on March 1, 1961 was 436 million; on the basis of the revised estimate, and taking into account the population of the former Portuguese territories in India and of the North Eastern Frontier Agency, the population of India on March 1, 1961 was 442 million.

Paraguay's economy active; surplus food sales lead U.S. share in import market

Meat-packing industry swings into full production; new oil refinery to be given monopoly; petroleum imports to cease

Paraguay's agricultural and industrial sectors continued to lead the nation's economic rally during the first half of 1962, and the U.S. remained Paraguay's chief supplier, furnishing 33% of total imports.

Paraguayan agricultural production is higher than last year, but prolonged drought in the Chaco reduced yields and scattered frosts throughout the country caused light damage to various crops. Cotton, sugar, and tung nuts production is higher than in 1961, while other crops are at approximately the same level.

The 32,000 metric ton 1962 cotton crop is more than 30% over last year's total of 24,500 metric tons.

The sugar harvest is expected to remain at approximately 30,000 metric tons. The wholesale price of raw sugar cane was increased from 615 to 680 guaranies per metric ton in June (U.S.$1 equals 126 guaranies).

The tung crop is relatively good, with prices to farmers for tung nuts reaching 15 guaranies per kilo this year, as compared with 3.5 guaranies in 1959, and crop loans have been available from buyers. About 15,000 metric tons of tung nuts will be available for processing into oil, all of which will be exported.

A corn yield comparable to last year's 110,000 metric tons is expected. Early wheat suffered from frosts, but late plantings are in good condition. This year's rice crop is not expected to exceed 15,000 metric tons, but the coffee harvest is expected to yield 55,000 bags, or about 3,500 metric tons, the largest crop on record. Production in 1960 and 1961 amounted to only 600 and 700 tons.

Industry expanding

Industrial production rose sharply after a slow first quarter. Meatpacking was in full swing by April and other industries began to increase their output as well.

International Products Corporation and Liebigs processed more cattle than usual in the second quarter to make up for time lost by their delayed openings. Argentina and Paraguay have authorized the importation of up to 60,000 head of Argentina cattle into Paraguay this year.

The lumber industry was hard hit by the Argentine peso's fluctuation and a chronic lack of operating capital. The quebracho extract industry's situation is improving, however, as prices have risen.

The palm heart cannery which opened late in 1961 is in full production and has been authorized to export 45 tons of canned palm hearts to Argentina. Edible oils production this season will approximate 5300 metric tons, an increase of 1,000 tons over last year.

A contract for the construction and operation of a state-owned oil refinery and pipeline in Paraguay was signed on July 19. Construction of the refinery was to begin in 7 months and production must be underway 2 years after that. The refinery will cost approximately $5 million and will have a capacity of 5,000 barrels a day. A pipeline, purportedly to be built later at a cost of approximately $10 million, is to run from Esmeralda on the Bolivian border to Asuncion, carrying Bolivian crude oil. When the refinery is fully able to supply the Paraguayan market it will be given a monopoly on supplying gasoline, diesel oil, fuel oil, and kerosene, and these products will no longer be imported.

A 15 million guarani factory which will produce hydrate of lime and paper industrial containers was opened April 10 in Asuncion.

The firm of Vicente Pallares, S.A.C. of Asuncion, has obtained a concession from Poligas Argentina, refiners and bottlers of liquid gas in Argentina, to bottle and sell gas in Paraguay. Plans call for the construction of a plant by the end of September, with an initial capacity of 100 ten-kilo bottles per hour.

Corporacion Paraguaya de Carnes (COPACAR) opened a new 22.7-million guarany stockyard in June for the processing of cattle from the Chaco. The facilities include corrals with a capacity of 2,000 head of cattle, 10,000 hectares of pasture land, and an airstrip for light planes. After being counted, weighed and inspected at this location, cattle will be loaded onto barges and shipped downriver to COPACAR's slaughtering facilities.

Drought hurts roads

Dry weather has slowed progress on construction of the Chaco Road between Filadelfia and the Bolivian border. Williams Brothers Construction Company has completed almost half of its section which runs northwest from Mariscal Estigarribia and Paraguayan Army Engineers are working on the 70 kilometer section between Filadelfia and Mariscal Estigarribia.

Bolivia and Paraguay signed a convention on June 18 formalizing the plan to connect Asuncion and La Paz with the Chaco Road as part of the Pan-American Highway system.

Construction by Morrison-Knudsen on the Brazil Road, financed by a $7.1 million U.S. loan and under the engineering supervision of Brown and Root, was ahead of schedule at the end of the quarter. Studies for the asphalting of the Paraguari-Encarnacion Highway and construction of a bridge over the Tebicuary River are continuing. The bridge is to be financed largely by a $6 million U.S. loan.

A recent U.S.-Paraguayan agreement

More information

Inquiries regarding Food for Peace authorizations may be directed to the Programs Operations Division, Foreign Agricultural Service, U.S. Department of Agriculture, Washington 25, D.C. Telephone: DUdley 8-6211 or DUdley 8-5433. For actual purchase information, call the embassy of the nation involved.

Availability of counterpart loan funds obtained through surplus food sales under the Food for Peace Program can be determined through the Office of Development Financing and Private Enterprise, Agency for International Development (AID), Washington 25, D.C. Telephone: DUdley 3-8063.

For information concerning government insurance for overseas investments, contact the Investment Guarantees Division of the Agency for International Development (AID), Washington 25, D.C. Telephone: DUdley 3-8363.

provides that $1.4 million of available PL480 loan funds be used to construct feeder roads north from Colonel Oviedo on the Brazil Road.

Bilateral discussions between Argentina and Paraguay regarding a new air agreement have not yet been finalized. In the interim Aerolineas Argentinas is serving Asuncion with its turbo jet aircraft under a temporary permit arrangement. The Argentine private airline Austral also began propellor-plane service in June. Altogether, including Braniff and Pan American, there are now almost a dozen flights a week between Buenos Aires and Asuncion.

Radio Aeronáutica Paraguaya S.A. (RAPSA) started operation July 31. The new company will provide improved and expanded radio and aeronautical communications facilities.

Contributions into the country's social security program were increased by Decree No. 792 of June 4, 1962. Employers' contributions were raised from 11 to 13% of the employee's salary, and the employee's share was increased from 5 to 6.

Such small labor disputes as arose in the quarter were settled through Government intervention.

Foreign trade up

Foreign trade has increased somewhat in value. Exports of $14.7 million in the first half of 1962 exceeded those of the corresponding 1961 period by nearly 5%, and imports of $16.9 million exceeded 1961 by nearly 25%.

Lumber exports valued at over $4 million constituted over 27% of total Paraguayan exports in the first 6 months of 1962, and meat exports valued at nearly $3 million accounted for almost 20%. Cotton and quebracho were the other leading exports, accounting for more than 21% of total export value.

Argentina was the principal market for Paraguayan exports, receiving 36% of the total, mostly lumber. The U.S. was next with 20%, mostly processed meat and the United Kingdom third with 9% in the first half of 1962.

Foodstuffs accounted for about one-quarter of the value of Paraguay's imports in the first half of 1962. Other principal import items were vehicles, machinery, and petroleum products.

U.S. leading supplier

The U.S. was the leading import source, supplying 33% of the total. This was made up largely of PL480 wheat shipments. Imports from Germany ranked second with 13%, and Argentina third with 11%.

Specific duties of items under the U.S.-Paraguay Bilateral Trade Agreement were adjusted through mutual accord to compensate for the depreciation of the Paraguayan guarani since the agreement was signed in 1946. U.S.-Paraguayan negotiations also recognized Paraguayan authority to grant special import preferences to LAFTA countries.

Paraguay's international financial position has improved, and foreign exchange reserves on June 30 amounted to $3.5 million, compared with $2.2 million on March 31. Even so, reserves were adequate to cover only a single month's normal imports.

Although Central Bank reserves were adequate to cover import costs and meet loan repayment schedules, several factors have contributed to a severe dollar shortage. Increased import expenditures and the monetary instability in Argentina are chiefly responsible.

Credit tight

Total money supply on June 30, 1962 was about .7% lower than on January 1. The Central Bank of Paraguay is still computing the new cost of living index, but reports indicate that living costs increased by only about 1% during the quarter. Therefore, the inflationary pressures that were so much in evidence in 1961 seem to have been arrested.

Bank deposits increased by 40.7% during the first half of 1962, compared with 34% in the same period last year. Deposits in the third quarter will probably follow the trend.

Tax receipts of the ordinary budget amounted to 1.7 billion guaranies in the first 6 months of 1962, up 30% over the same period last year. Foreign trade was higher in the current period, thereby tending to increase customs returns, and increases or revisions of taxes brought more revenues to the Government.

Also, during the entire 1962 period, import duties have been based on the c.i.f. rather than the f.o.b. value, and the collection of customs duties has apparently been more effective. Tax receipts do not include returns from special taxes, the most important of which are the various exchange surcharges on imports.

However, budget disbursements rose 46% in the first half of 1962, increasing more rapidly than revenues. In important part, however, this increase in disbursements is accounted for by larger payments to the Central Bank on the Government's internal debt account.

SPARKING EXPORT EXPANSION

In 1961-62, 293 American foreign service posts helped U.S. industry expand exports.

EEC allots over $90 million in aid to affiliates

1962 allocations bring total to more than $361 million

The European Economic Community (Common Market) has allocated over $361 million for aid to overseas countries and territories out of its 5-year development fund of more than $581 million. Over $90 million has been allocated since January of this year.

The aid is administered under the Community's European Development Fund, which earmarked the $581 million sum for its first 5 years of operation, from 1958 through 1962.

The $361 million in non-repayable grants has been allocated as follows: roads and bridges, $106 million; development of rural areas, $90 million; education, $54 million; health, $39 million; ports, $24 million; railways, $22 million; town planning, $17 million; surveys and studies, $9 million.

Fifty new projects approved during 1962 included: $39 million expenditure for roads and bridges; $30 million for development of rural areas (dams, wells, irrigation and livestock breeding); $13 million for education; $3 million for ports; $2.5 million for hospitals; $1.8 million for town planning.

The Convention of Association between the Community and the associated African states, under which the European Development Fund was established, expires at the end of this year, and the Community and its African associates are now negotiating the terms of a new Convention of Association.

Bethlehem Steel will help build Sicily-Italy bridge

Bethlehem Steel has become associated with the projected $180 million bridge across the Straits of Messina, linking the island of Sicily with Italy. Bethlehem will be joined by Sassim, an Italian firm formed by French, Swiss and American capital, in building the 6,800 yard bridge.

Krupp, the West German industrial giant, has also been studying a Straits of Messina bridge.

New Guinea accord frees Indonesian resources for economic development

Drastic import controls imposed to conserve exchange; role of State Trading companies increases; first production-sharing agreement concluded with U.S. oil firm

The long-awaited accord of August 15 between Indonesia and the Netherlands which provided a mechanism for peaceably settling the West New Guinea issue should enable the Indonesian Government to concentrate on stabilizing the economy and channeling more of the country's resources into productive enterprises.

It also removes a serious barrier to international trade and the flow of credits.

The accord provides for the transfer of West New Guinea and its 700,000 people to a UN Temporary Executive Authority in October 1962 and to Indonesia in May 1963. A plebiscite to determine the final status of the area is to be held before the end of 1969.

Next to the West New Guinea settlement the most encouraging development on the economic scene is a stepping up of government interest in production-sharing arrangements with foreign firms.

The determined effort of the Indonesian Government to win control of West New Guinea has placed the economy under severe strain. Recovery from the present low level of economic activity and concentration on needed reforms may require much time. With a poor immediate outlook for increased foreign exchange earnings from exports, the country will need large amounts of foreign financial assistance to make substantial progress.

Deficit financing

Heavy military expenditures have required deficit financing of unprecedented size and the volume of money in circulation has risen rapidly. The exhaustion of foreign exchange reserves and the need to use current foreign exchange earnings for military expenditures and past indebtedness have caused the Government to maintain severe restrictions on imports and drastically reduce foreign exchange allocations for industries depending on imported materials or spare parts.

As a result, productive capacity in 1962 has been underutilized to an even greater extent than in 1961.

The smaller supply of locally produced and imported goods has added to inflationary pressures on domestic prices.

With a more bountiful rice crop expected, the country should be spared the serious food shortages experienced in late 1961 and early 1962, but will still be dependent on heavy rice imports.

Exchange position shaky

Government action to reduce imports has probably prevented further deterioration of its foreign exchange situation. However, the Government's position is no less precarious than at the beginning of 1962, when reserves were reported to be near exhaustion.

Foreign exchange allocations for essential imports have been greatly reduced in 1962. For instance, allocations for industrial raw materials are said to be cut back to 20% of the 1961 level.

Other Government steps to save foreign exchange include the curtailment of foreign trips by civil servants, the insistence on unusually long deferred payments in commercial dealings with foreign suppliers (1 year, in many cases) and lengthy "grace-periods" (at least 2 years) for foreign credits.

Reportedly, since June 1961 the Government has declined to issue import-exchange licenses for the less-essential or "List C" items. However, some imports of "List C" items are taking place through SIVA permits. Under the SIVA system, begun in February but not in full operation until June 1962, exporters are permitted to use 15% of their foreign exchange proceeds (except from petroleum) to import on their own account or to sell to authorized importers.

Slow turnover

While a considerable demand for SIVA's to import less essential items was anticipated, the amount of SIVA's offered and their turnover through authorized banks have actually been small.

During the first week in July only one-third of the volume offered by the banks was sold.

Exporters are probably using some SIVA's to meet their own import needs.

They may also be making special arrangements with importers or associated importing firms, instead of disposing of SIVA's through the authorized banks. Under such arrangements the exporter acts as the importer's agent and follows his instructions in exercising the SIVA "right."

Many trade sources feel that SIVA's

HOTEL INDONESIA: The plush, 409-room hotel was completed in time for the recently completed Asian Games. One of the largest hotels in Southeast Asia, it is the first Pacific venture of the Intercontinental Hotels Corporation, a subsidiary of Pan American World Airways. Indonesia's expanding tourist industry is an increasingly important source for obtaining critically-needed foreign exchange.

have been considerably overpriced in relation to commodity prices. SIVA prices have fairly closely followed free market prices. On August 23 the "general SIVA" rate was 675 rupiah per U.S. dollar, compared to the free market rate of 625 rupiah per U.S. dollar in Djakarta.

Foreign trade

As in 1961, there was a small overall trade deficit for the first quarter of 1962. Including petroleum, the value of imports was $167 million, compared to exports valued at $149 million. Although imports have been reduced, the full effect of the Government's policy of conserving scarce foreign exchange has not yet been felt.

Export earnings were about 10% higher than in the first quarter of 1961 while imports were only about 15% lower in value.

Increases over 1961 levels were reported in net receipts from petroleum, tobacco leaf, palm oil and kernels, and small-holders' rubber in the first quarter of 1962. Net receipts were down from 1961 levels for tea, estate coffee, estate rubber, pepper and copra.

Speaking to Parliament on July 5, First Minister Djuanda made it clear that the Government expects only slight increases during 1962 in the production of most export crops. For the 2 major foreign exchange earners, he predicted a 5% decrease in total rubber production due to an expected fall in output by small-holders and only a 2.2% increase in crude oil production, slightly below the increase during 1961.

State trading

The increasingly active state trading companies have been subject to considerable criticism from both Government and private circles. In June 1962, Minister of Trade Suharto admitted that the companies were "well below par in their handling, storing and maintenance of goods and cargoes," and also were "weak in the field of management."

Despite their shortcomings, the position of the state trading companies remains unchanged. They continue in monopolistic control of the so-called essential imports (handling about 80% of total imports) and there are indications that their authority will be extended to internal distribution.

According to one report, all commodities, both imported and locally produced, will move through the state trading companies and thence to the cooperatives and the Government-operated "s a n d a n g pangan" shops, whose area of operation will be enlarged beyond the distribution of a few essential commodities.

Production-sharing

Production-sharing received the stamp of approval from President Sukarno in his May message on "Broad Outlines of National Economic Guidance" when he ordered the "opening of opportunities for foreign loans or credits on the basis of production sharing."

Foreign private companies and governments are being invited to finance and construct industrial facilities in the agricultural and extractive area and receive payment in the form of shares of output. Since the products of these industries are sold in the world market, the foreign firm recovers its investment directly and in hard currency, usually in a relatively short time.

An important advance for the oil industry was made on June 15 when an American firm, Pan American Oil Company, was awarded the first contract in the long-pending oil negotiations between the Government of Indonesia and foreign oil firms.

The Government has indicated that this contract will set the pattern for agreements with other oil companies.

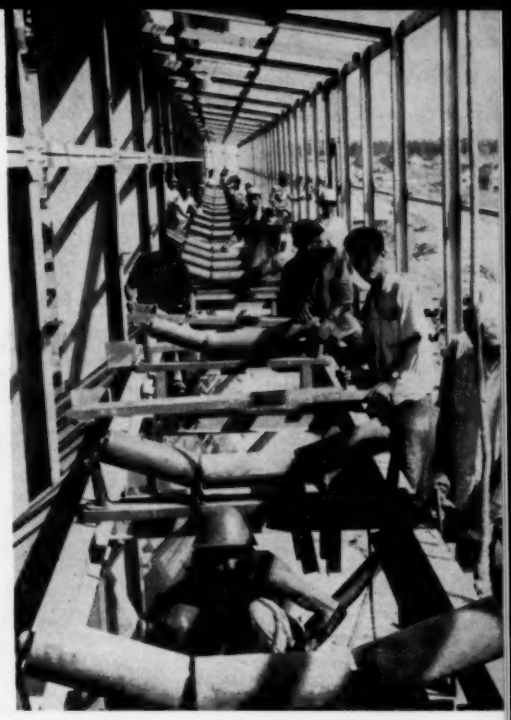
No new written agreements have been reached between the Government and foreign rubber firms concerning the future of their holdings under the Basic Agrarian Law of 1960. However, an oral agreement has reportedly been reached with U.S. Rubber which is considered mutually satisfactory.

Hotels and tourism

The Indonesian Government continues to make a strenuous effort to expand tourism, mindful of its excellent possibilities for increasing foreign exchange earnings.

A major step-forward was the official opening on August 4 of the 409-room 14-story Hotel Indonesia in Djakarta, with festivities that caused a mammoth traffic jam. Opened in time for the Asian Games, the hotel is one of the largest and most modern hotels in Southeast Asia and represents the first Pacific venture of Inter-continental Hotels Corporation, a subsidiary of Pan American World Airways.

The hotel features 3 air-conditioned restaurants with international cuisine (including an American-styled coffee shop), a tropical garden for cocktail parties and a gallery of shops. The Balinese Room, accommodating 1,000 persons as a ballroom or banquet room, is equipped with a stage for the presentation of theatrical entertainment.



CEMENTING GAINS: Indonesian workers install conveyor idlers at the Gresik cement plant in East Java, which serves Indonesia's expanding construction industry. (Indonesian Embassy Photo)

The hotel has a large indoor pool with terrace and a splash pool for children. Other services provided are a small branch bank, a travel agency, and the largest laundry and dry cleaning facilities in Indonesia.

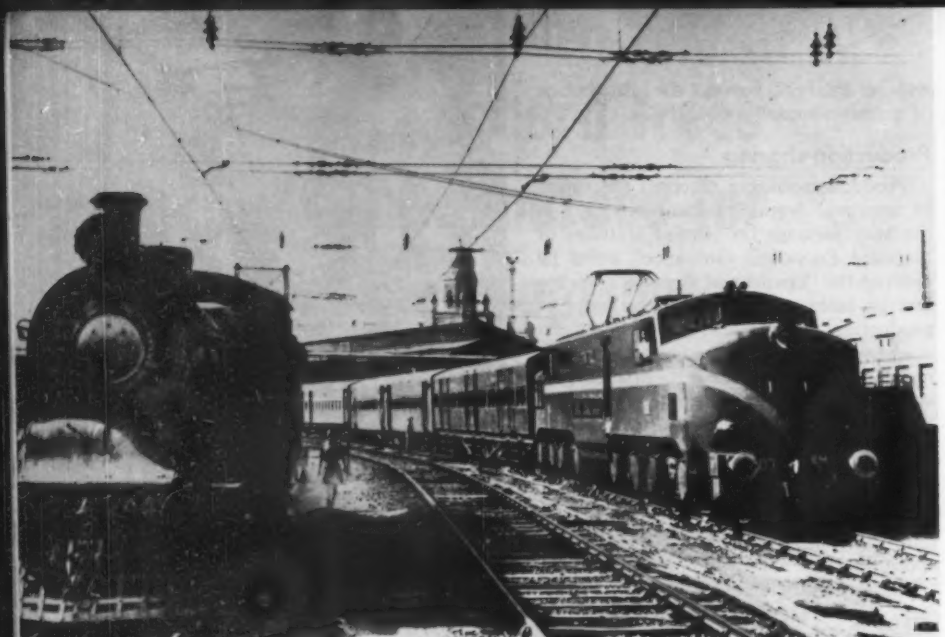
Beginning July 16 the Indonesian Government allowed short-term visitors (those holding a visa for a stay not to exceed 3 months) to exchange foreign currency at the rate of 180 rupiah to the U.S. dollar instead of 90 rupiah.

Fondest hopes surpassed

In 1961 tourist arrivals exceeded the official target of 10,000 by 15% and were 85% higher than 1960. Of the 11,600 tourists in 1961 the U.S. topped the list with 3,500, followed by the United Kingdom with 3,000 and Australia with 1,500. The largest number of Asian tourists came from Japan, 550.

Tourists arriving by sea increased from about 700 persons in 1960 to 3,900 persons in 1961. The resumption of the Bali cruises late in 1961, after a complete standstill since 1958 following the ban on the operation of Dutch ships in Indonesian territorial waters, was the major reason.

Most foreign visitors travelled as independent tourists or made their sojourn on a prepaid package tour ararnged through Nitour, the Government-owned travel agency.



BEFORE AND AFTER: One of the Indian railway system's obsolete steam engines (left) chugs its way past one of the modern electric locomotives that are fast replacing it. The railway modernization program is being undertaken through a World Bank loan, and the Bank recently followed this up with another loan designed to expand and modernize India's inadequate telecommunications system. (World Bank Photo)

India gets $42 million IDA loan to expand telecommunications net

Equipment for loan-financed projects will be procured through international bidding during the next 2 years

The International Development Association (IDA), an affiliate of the World Bank, has extended a 50-year development credit equivalent to $42 million to India's Post and Telegraphs Department for the purchase abroad during the next 2 years of equipment to expand and improve telephone and telegraph services.

Equipment to be financed by the IDA credit will be procured on the basis of international competitive bidding.

India has only about 1.2 telephones per 1,000 inhabitants, compared with an average of 5 for Asia, 46 for the entire world and 300 to 400 for most highly developed countries. Such telephone service as exists is heavily concentrated in the areas of the principal cities.

Partly due to the country's recent economic development, the backlog of registered applications for new subscriber services amounts to some 50% of those installed and even this percentage may understate the effective demand.

The large majority of telegraph offices in India are still equipped only with hand-operated Morse Code sounders, requiring trained telegraphers at both ends. Their normal speed of transmission is 25 words per minute, as against the international speed of 66 words per minute by mechanical processes. The system is continuously overloaded, and telegrams sometimes have to be sent by regular mail. The Post and Telegraphs Department has initiated a program to install teleprinters operating at the international speed.

The allocation for investment in telecommunications during India's Third Five-Year Plan (1961-1965) has been set at $282.5 million (1,345 million rupees), of which $101 million will be in foreign exchange.

The Post and Telegraphs Department expects to provide the equivalent of $120 million from its own funds toward the expansion program. The remaining funds required, including the $42 million IDA credit, will be made available by the Central Government as a permanent investment on which the Department will pay the Government an annual charge of 4¼%.

Under the Third Plan's expansion program, urban telephone networks are to be expanded by increasing subscriber sets from 461,000 to 761,000 and the capacity of the central exchanges from 412,600 to 758,100 lines. The inter-urban telephone network is to be strengthened by increasing the co-axial cables from about 300 miles to 4,350 miles, expanding the trunk exchanges and introducing long-distance dialing on a large scale.

In addition, the network of pole lines will be extended considerably, and the number of channels on these lines increased through the addition of more carrier equipment.

The telegraph service will be improved by building new telegraph offices, and considerably expanding the teleprinter service. Telecommunication facilities of the railways are also provided by the Post and Telegraphs Department. In connection with the railway electrification program, some 1,500 miles of specially shielded underground cables and related carrier equipment will be installed.

Sony Corp. investigates investments in the U.S.

The Sony Corporation of Japan has queried the U.S. Embassy in Tokyo concerning the circumstances under which Japanese investment can be made in the United States. Some of the special questions raised concern areas where plants may be established, available grants for land, machinery, buildings, tax exemptions, credit facilities, and any restrictions that may be placed on operations and use of Japanese personnel.

The Office of International Investment in the Department of Commerce is preparing the reply.

CORRECTION

The Article entitled "U.S. sales to Philippines fall sharply since peso devaluation" on page 47 of the September 10 issue of INTERNATIONAL COMMERCE stated that U.S. exports to the Philippines "in the first 6 months of 1962 declined to $34.6 million from the comparable 1961 total of $167.6 million."

The sentence should have read "U.S. exports . . . . . declined $34.6 million from the comparable 1961 total of $167.6 million." Actual U.S. shipments to the Philippines during the period in question were valued at $133 million.

Movie business in Jordan gains

Market for U.S. films is said to be relatively good

Jordan, with a total population of 1.7 million, is a relatively good market for U.S. motion pictures, the U.S. Embassy in Amman reports.

The number of motion picture theaters continues to grow. In August, there were 44 theaters in the country with a total seating capacity of about 24,000, including 7 new theaters added since 1960. In October a new theater will be opened in Jericho. Amman, the capital city, has 15 theaters with a seating capacity of 8,586.

Attendance up 21%

Total attendance at Jordan's motion picture theaters in 1961 was 5.5 million, an increase of about 21% over 1960. Arabic films, with attendance reported at over 1.6 million in 1961, attracted the major portion of the movie audience.

Attendance at U.S. motion pictures in 1961 was reported at under 1.6 million, compared to 1.3 million in 1960. Attendance at Arabic films dropped in 1961 while attendance at U.S. and Italian films increased. Industry sources indicate that there has been a continued growth in motion picture attendance in the first half of 1962.

By and large, Jordan movie audiences prefer action films. In Amman, however, there is a division of film preferences which is difficult to bridge with any one film. In general, the less-educated, poorer classes, appreciate action films, while the educated classes frequently go to see the more sophisticated types of light comedy or tragedy.

Television poses no threat to the motion picture industry at present.

There are no foreign-exchange or import-licensing problems for films coming into the country.

Slight drop in imports in July; gain over 1961

U.S. imports fell off more than $13 million during July, with increased purchases from Western Europe, Africa and Asia failing to compensate for lower shipments from Canada and Latin America. Imports were more than $50 million ahead of July, 1961 levels, however.

Imports from Canada fell more than $26 million down to $313 million, and Latin American sales fell almost $13 million to $255 million. The Latin losses were largely due to an abrupt drop in imports from Venezuela, from $84.7 million to $66.2 million.

Asian imports spurted $20 million, up to $262.6, due chiefly to large increases in shipments from the Philippines and India. Japanese and Malayan sales also advanced more than $3 million apiece, while Kuwait's sales nosedived from $13.8 million to $8.5 million.

Substantial increases in shipments from Sudan and South Africa paced an increase of from $61.7 to $66.4 million in African sales.

OAS expands trade channels with European office

Dr. Jose A. Mora, Secretary General of the Organization of American States (OAS), has made a preliminary report on his trip to EEC countries, which marks turning point in Latin-American trade relations with Europe.

Dr. Mora reports that OAS has awakened Europe to the importance of Latin America, expanded trade channels, and established avenues of communication between the two areas.

The OAS is establishing a European office to maintain liaison with EEC and OECD and to help coordinate projects of OAS member countries. The projected European-American Republics conference in Rome early next year on the Alliance for Progress is one example of an area in which they will serve.

Geneva conference studies U.S. GATT schedules

A U.S. delegation will begin consultations with the contracting parties to the General Agreement on Tariffs and Trade in Geneva today (September 24.) The purpose of these consultations is to conform U.S. GATT schedules to the revised U.S. tariff schedules authorized by the Tariff Classification Act of 1962.

John W. Evans, Minister for Economic Affairs, U.S. Mission, Geneva, will be Chairman of the Delegation. The other delegates will be: L. Bruce Cates, Tariff Commission; Marion E. Eggleton, Department of Agriculture; William T. Hart, Tariff Commission; James W. Howell, Tariff Commission; Paul Kaplowitz, Tariff Commission; Albert H. Small, Department of State; and George White, Department of Commerce.

World Bank lends Panama $4 million for power project

Will buy needed equipment through international bidding

The World Bank has loaned Panama the equivalent of $4 million for expansion of electric power facilities in that country's Central Provinces. The region is one of the least developed areas of the country.

Imported equipment and services will be obtained on the basis of international competitive bidding.

The First Pennsylvania Banking and Trust Company and Girard Trust Corn Exchange Bank are participating in the loan, without the World Bank's guarantee, for a total amount of $110,000 representing the first 2 maturities, which fall due July 1, 1967 and January 1, 1968.

The Government is making continuous efforts to stimulate new economic activity in the region, and during 1962-1967 plans to invest the equivalent of about $48 million in the Central Provinces principally for the construction of roads, schools, hospitals, water and sanitary facilities.

The loan was made to the Instituto de Recursos Hidraulicos y Electrificacion (IRHE), an autonomous government agency established in 1961. IRHE's present generating capacity is 4,000 kilowatts; about 90% of the power generated in 1961 was sold in the Central Provinces. The project being assisted by the Bank loan will add about 6,000 kilowatts of new capacity and is the first stage of an electrification program for the Central Provinces being carried out by IRHE.

The project for which the Bank loan was made includes the construction of the Yeguada hydroelectric plant with an initial installed capacity of 4,000 kilowatts, and the installation of several diesel power units with a total capacity of about 2,000 kilowatts.

An integrated transmission system of about 63 miles of high voltage lines will be built to feed new substations and distribution systems in the Central Provinces 5 major towns. The existing transmission lines and small diesel generating units will be rehabilitated.

The total cost of the project is estimated at $7.6 million.

DIESEL POWER: Dragon pump near Sarm Chuk agronomy farm in Thailand draws irrigation water from ditches. A 3-hp. Japanese diesel engine supplies power for the project. (World Bank photo)

Four industries in Thailand are ripe for development

Investment climate considered good; hand tools, diesel and gasoline engines, furniture cited

A joint Department of Commerce-AID pilot project on private investment promotion in Thailand shows that heavy hand tools, small diesel engines, furniture and wood products, and light gasoline engines are basic industries of particular interest and significance to Thailand. These manufacturing fields offer attractive and practical potential to American investors.

An important overall attraction is the prevailing investment climate which is considered to be very good. This is borne out by the fact that the Governments of the U.S. and Thailand have ratified investment guarantee agreements insuring the U.S. investor against inconvertibility of currency, expropriation and war risk.

The output of manufacturing businesses in each of the 4 industries would readily find sufficient immediate markets during the early stages of development, preliminary studies show. Thereafter, vigorous market activities would be necessary.

Special practical incentives are available—special import privileges and grace periods on taxes. Local investment capital is said to be available for most enterprises organized along joint-venture lines.

The American investor can also anticipate promotional assistance from both the U.S. and Thai Governments.

Specific investment surveys may be needed, however. Both the Department of Commerce and the Agency for International Development offer their facilities to assist investors interested in exploiting such opportunities. American producers/investors are invited to address inquiries to the Office of International Investment, Code 3-2510-1, Department of Commerce, Washington 25, D.C.

Heavy hand tools (construction and roadbuilding tools—shovels, picks and sledge hammers). Demand exceeds supply. Demand is mainly met by imports of small hand tools used by carpenters, electricians and plumbers. Farming hand tools are allowed entry free of import duty and other tools at 15-20% of value.

Production of heavy hand tools is very limited and locally produced tools have not been very serviceable. A small plant producing such items at competitive prices has a good opportunity of securing a growing market.

Diesel engines. Relatively substantial quantities of diesel engines are marketed in Thailand with imports amounting to about $4 million. These engines are primarily used to power water taxis and other small boats, for farm irrigation, and grain milling.

Proposals envision a new industry for 1-10 hp. engines, consisting of an assembly plant enterprise using imported parts to produce complete diesel engines. The actual production of simple parts is also envisioned but only after this operation has progressed.

Local capital is said to be available, providing approval is secured from Thailand's Board of Investment. It is estimated that the level of investment under such circumstances should approximate $2-300,000.

Furniture and wood products. Local consumption of wood furniture is said to be very large and imports are considered negligible.

Thailand has extensive resources of hardwoods suitable for furniture manufacture that can be profitably exploited with the help of available low-cost labor.

Furniture manufacturing should provide a most attractive investment possibility for an American firm experienced in mass-producing knocked-down furniture. Such furniture should be competitive in world markets and should also find a good local outlet.

The investment level in this field should be about $100,000 with local capital available in a joint venture. It is believed that this opportunity has the greatest element of success for the American investor

who has established marketing channels in the U.S.

Gasoline engines. The same general circumstances prevail for light gasoline engines of 1-10 hp. as with diesel engines.

The U.S. sells over 30% of the light gasoline engines now being sold in this $42-million annual market.

Establishment of local assembly plants by interested American manufacturers would protect their market in Thailand against the possibility of eventual competitive local production.

Israel announces changes in its investment policy

The Government of Israel plans to adopt a more selective policy in granting privileges provided by the law for encouragement of capital investment.

Greater selectivity has been made possible by the availability of relatively large foreign-exchange reserves. The country has now reached what is considered to be a stage of industrial development that will enable the Government to better consider the distribution of available resources.

The new policy is not intended to limit the initiative of local and foreign investors who are free to invest without the privileges provided by the above-mentioned law. Certain of these investments, however, are eligible for convertibility guarantees for repatriation of profits and capital by the Ministry of Finance.

The Israeli Investment Authority will maintain branch offices in the U.S. in New York, Chicago, Boston, Philadelphia and Los Angeles. An office in Miami will be open for 2 months of the year.

Swedish firm offers license for automatic sand spreader

A Swedish manufacturer of an automatic sand spreader offers a production license for the United States. The spreader is currently in use in all Nordic countries.

The firm states that its product provides an even spread of sand with no waste and with labor-saving automatic features. It believes the spreader would be suitable for use by all highway departments in areas having snow and ice problems.

Additional information is available from the Office of International Investment, Code 1025, Department of Commerce, Washington 25, D.C.

Manufacturing concerns in Britain offer or seek product licenses

Machinery, foldaway garages, steel vessels and heating-control equipment included in this new group of business opportunities

Six British industrial firms want to establish license agreements with U.S. firms. The details are given below.

Steel vessels, machinery. A British shipbuilding firm wants to manufacture various American products under license, particularly yachts, tugs, or other special-purpose steel vessels up to 250 feet in length.

The firm is also equipped to do machine-shop work of all classes, and can produce special-purpose machines, either in single units or batch production.

Write Philip & Son, Ltd., Dartmouth, Devon, England.

Structural steel cross license. A steel fabricating firm is interested in a reciprocal licensing arrangement for structural steel work or general steel fabrication.

As an alternative to cross-licensing, it will offer royalty payments and a cash settlement in exchange for patent processes, techniques, machinery and equipment.

Write R. Smith (Horley) Ltd., 41 Balcombe Rd., Horley, Surrey, England.

Heating control license. A manufacturer seeks licenses to produce electric and electronic controls for the heating and ventilating industry as well as the domestic electric appliance industry. The firm says it is thoroughly familiar with commercial and technical requirements for these products.

Write Theta Controls, Ltd., 41 Curzon St., London W.1.

Machines, hydraulic equipment. A firm of contract tool makers and precision engineers wants to expand its operation by making U.S. products under license.

It seeks licenses to make specialized hydraulic equipment—especially motors and machines for the packaging and plastics industries.

Write K & L Precision Engineering, Ltd., Back Heston Park Rd., Newcastle-upon-Tyne 6, Northumberland, England.

Licenses offered

Car garage. A license is offered to an American firm to make a special type of car garage which is lockable, thiefproof, weathertight, yet folds away when not in use.

Simple and light to operate, the garage framework and its Terylene cover can be folded flat against any wall.

The garage can be sold as a do-it-yourself item, as is, and ready for erection with a minimum of tools. No foundation or cement is necessary.

Additional information is available on a loan basis from Office of International Investment, Code 1032, Department of Commerce, Washington 25, D.C.

Printing machinery. A manufacturer offers a license for the production of its equipment to interset color in register and additional pages in newspapers.

The firm manufactures a wide range of printing and paper-converting machinery and just recently developed the equipment for the insertion of preprinted webs in register.

It will provide the original design, know-how and technical cooperation.

Additional information is available from the Office of International Investment, Code 1026, Department of Commerce, Washington 25, D.C.

Honduran cane plantation considers rum distillery

A Honduran sugar cane plantation with surplus molasses production seeks American capital participation to organize a rum distillery.

The amount sought is $375,000 of which $250,000 would be for equipment. In return the owner offers an equitable number of shares of stock in the company.

The firm works about 2,550 acres of sugar cane and its 2 mills can grind an approximate daily total of 2,600 tons. The company dumps 600,000 gallons of molasses a year and believes that a rum distillery would not only be profitable but would permit utilization of wasted production.

Write to the Office of International Investment, Code 2-2085-1, Department of Commerce, Washington 25, D.C.

Indian factory asks machinery and assistance

Plant to produce poultry, animal feeds proposed

Technical and financial collaboration from U.S. firms are wanted to manufacture compounded feeds for cattle and poultry in India.

The Indian oil and deoiled cake factory which seeks this estimates a total investment of $525,000 which includes $105,000 for machinery.

The American participant is expected to supply machinery which cannot be made locally. In exchange for machinery and know-how, U.S. collaborators would receive equity shares in the enterprise. Final arrangement terms are subject to approval by the government of India.

In view of the large numbers of cattle and poultry in India and the growing interest among farmers in scientific feeding, it is believed that there is ample scope for the development of a feed industry.

Additional details are available on loan from Office of International Investment, Code 4-2042-1, Department of Commerce, Washington 25, D.C.

Colombian canning plant looks for joint venture

A medium-sized Colombian firm that manufactures cans and cans fish and meats seeks a joint venture or licensing arrangement to improve and expand its operations.

Technical assistance and the use of brand names are also desired.

The market potential is said to be good and demand for the company's food products outstrips the supply. Imports offer no competition as most canned foods are on the restricted imports list.

This firm's can-making operations are now separated from the packing operation. Some containers are sold to other firms for the packing of lubricants, ointments and polishes. Company production of cans for its own packing can be done more cheaply than purchasing cans from other sources.

Write to the Office of International Investment, Code 2-2030-1, Department of Commerce, Washington 25, D.C.

Fishing in the Red Sea

Ethiopia's fishing grounds may be among the richest in the world, reports indicate. So far, they have only been exploited in a very small way.

Ethiopian authorities are now making efforts to build up the industry.

A report on the Red Sea fishery off Massawa, Ethiopia, was issued recently by the U.S. Bureau of Commercial Fisheries.

The comprehensive report, MNL-73, *Red Sea Fishery Off Massawa, Ethiopia* is free and may be obtained by writing to the Branch of Market News, Bureau of Commercial Fisheries, U.S. Fish & Wildlife Service, Washington 25, D.C.

Iraqi firms seek aid for auto and bus assembly

Collaboration wanted to assemble 100 or 1,000 units annually

Two Iraqi enterprises seek American collaboration to assemble buses and autos.

Inquiries are invited from qualified U.S. investors; write to the Office of International Investment, Code 4-3711-2, Department of Commerce, Washington 25, D.C.

❶ A passenger transport service wants to establish a bus body assembly plant in Baghdad which would not only satisfy the demands of the transport company but of other firms as well. They would like to assemble about 100 units annually.

The firm is particularly interested in a knocked-down assembly operation.

❷ The other company wishes to establish a plant to assemble passenger cars in Iraq, probably a car in the size range of American compacts or the somewhat smaller European models. They hope to produce 1,000 units a year and also would like to use the U.S. manufacturer's brand name for the model to be assembled.

Local capital is available. Consideration will be given to joint ventures with the U.S. manufacturer or financial collaboration with producer's Iraqi distributor.

German concerns want licenses

Flatware, implements and plastic sliding parts are sought

Licenses for consumer and industrial products are wanted in Germany. One firm wants to make aluminum flatware and kitchen implements. Another company is interested in producing plastic sliding parts.

❶ A manufacturer seeks a license to make aluminum flatware and kitchen implements, such as fruit juicers, egg and apple slicers, meat cleavers, and flour scoops in the medium-price range.

The firm has surplus production capacity to utilize and claims to have good contacts with Common Market wholesalers and department stores.

Write Heinz Huettebraenker, 5994 Oberrahmede/Westfalen, W. Germany.

❷ Another firm is interested in entering into a licensing agreement with an American manufacturer of plastic sliding parts.

It is particularly interested in making friction bearings, sliding pads and sliding guides.

Write to Gleitstoff-Gesellschaft, 46 Bachstrasse, Duesseldorf.

Paper products license wanted in Australia

An established paper converter in Australia is interested in being licensed by an American converter.

The firm now produces gummed and pressure-sensitive paper, foil tapes, labels, toilet tissues, waxed papers, table napkins and other paper products.

Write to Mr. W. H. Hall, Shovelton Storey (Gumleaf) Pty. Ltd., P.O. Box 42, Fitzroy N. 6 Melbourne, Victoria, Australia.

Electronic instruments license in Switzerland

A manufacturer of electronic components in Switzerland wants to make additional items under license.

It is particularly interested in producing electronic testing instruments, communications equipment, and miscellaneous electronic products.

Write Bentronic S.A., 6 Ave. des Cerisiers, Crissier Vaud, Switzerland.

JOINT VENTURES SOUGHT

Commercial fishing complex to be developed in Ceylon

Government envisions launching of 1,500 vessels, construction of 17 harbors, storage facilities

Ceylon has announced a development project to establish a commercial fishing complex at Galle Harbor.

In reviewing their 10-year plan to develop fishing industries, the Government finds that in the past 3 years investment in this field is far short of the target set in 1959. Opportunities for private investment, consequently, should interest qualified American fishing enterprises.

Several of the factors that have delayed the meeting of investment targets are insufficient harbor construction and increased per-capita consumption of fish, coupled with under investment. Also involved is the small production of fishing vessels due to Ceylonese inexperience in boat building.

Facilities planned

A revised plan envisions the launching of 500 vessels a year for the next 3 years and increasing the rate at which more harbors are available. Plans for the latter provide for construction of 17 new harbors.

The shortage of harbors has increased the need to mechanize traditional methods of handling fish catches. To assist in this, the Ceylon Ministry of Fisheries now proposes to recommend a scheme under which marine engines and fishing gear will be sold at subsidized rates to fishermen owning approved registered craft.

Training classes have been arranged for mechanics and fishermen. An allied program has also been announced which involves the use of improved gear and modern fishing techniques.

Plans have also been drawn up to expand cold-storage facilities.

A special project, the construction of a fishery harbor at Galle, located on the southwest coast of Ceylon on the Indian Ocean, will be used as a base for the operation of tuna boats.

These projects should be of particular interest to qualified American fishing interests which would like to consider joint ventures along these lines, particularly of technical know-how.

Investment incentives available include tax holidays, exemptions of dividends from taxation, depreciation allowances, and double taxation relief.

For further details, write to the First Secretary, Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington 8, D.C.

Irish engineering firm asks license, venture

An engineering firm in Ireland is interested in a licensing or joint-venture agreement for the production of heavy engineering equipment.

It believes that it is particularly well suited to make earthmoving equipment and allied machinery, such as stone crushers, cement mixers, and mechanical-handling equipment such as tower cranes and fork-lift trucks.

Additional information is available from Office of International Investment, Department of Commerce, Washington 25, D.C., or Industrial Engineering Co., Ltd., Dundalk, Co. Louth, Ireland.

Partner sought for lobster business in El Salvador

The August 6 issue of INTERNATIONAL COMMERCE, page 42, reported an investment proposal for a lobster fishing enterprise from Mr. Carlos Vides of El Salvador.

Subsequently, a World Trade Directory Report was received on Mr. Vides from the U.S. Embassy in San Salvador. These reports indicate type of organization, sales territory, size of business, sales volume, trade and financing reputation and other factors.

Readers interested in this investment opportunity are urged to obtain a copy of the report which can be purchased for $1 by writing to the Commercial Intelligence Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

Equipment dealer in Algeria seeks capital

Electrical equipment wholesaler wants working arrangement

An established wholesaler of electrical equipment and importer and retailer of public works equipment seeks American financial participation.

The firm is a limited liability corporation with paid-in capital of about $100,000.

In normal times the annual volume of business has been about $1.4 million. The temporary disruption of commercial activities during 1962 has created the present need for financial collaboration.

American interest is sought for investment by stock purchase or other mutually satisfactory arrangement. The owner feels that a U.S. producer of pilings, electric motors, wire and cable might be interested in this investment.

Write to Mr. Jean Huon, Manager, Soc. Africaine de Materiel Electrique et Industriel (SAMEI), Algiers, Algeria.

Cement-producing venture proposed for Curacao

Newly reported research indicates that there are sufficient clay deposits on Curaçao in the Netherlands Antilles which should be inviting to those interested in producing cement.

A local firm wishes to obtain U.S. capital participation and know-how for such a venture, as well as access to markets.

The July 9 issue of INTERNATIONAL COMMERCE, page 35, presented an opportunity to invest in a new cement plant in Aruba.

One of the market potentials for such a venture was reported to be nearby Curaçao which, according to Department of Commerce information, did not possess the necessary clay for the production of cement at attractive prices. The new report now points up additional possibilities in this field for Americans interested in investing in the Netherlands Antilles.

Inquiries are invited. Write to the Office of International Investment, Code 2-3295-1, Department of Commerce, Washington 25, D.C.

Austrian tariff cuts benefit many items as Finance Ministry moves to hold domestic prices

135 previously excluded positions temporarily brought under 10% stepdown with other new cuts averaging 8%

Significant tariff reductions have been achieved in two ordinances promulgated by Austria's Ministry of Finance, the U.S. Embassy in Vienna reports.

The new measures, effective from September 1 and September 5, apply to all countries and affect 49 and 135 tariff positions, respectively.

In another recent action the Ministry of Finance extended preferential tariff procedures for certain types of machinery until December 31.

Although full details are not yet available on the September 5 tariff cuts, it is understood that they are temporary and designed to encourage imports and help check continuing pressures on domestic prices. They reportedly extend last January's 10% reductions to 135 previously excluded positions in the industrial sector (FOREIGN COMMERCE WEEKLY, Feb. 5, 1962, page 216.) Among commodities benefitting from the September 5 cuts are electro-mechanical household appliances, metal furniture, electric shavers, musical instruments, toys, household articles of aluminum and glass, and laundry and cleaning preparations. These rates will be effective until December 31, as will the January cuts which they supplement.

Last of 3

The temporary reduction which went into force on September 1 is the last of 3 unilateral reductions agreed upon by the 2 Austrian coalition parties when the new Austrian Customs Tariff was established in 1958. The 2 previous stepdowns, taken in 1958 and 1960, are still in force, and it is expected that the third and final stepdown also will be virtually permanent.

Although these unilateral reductions have been designated "temporary" under Paragraph 6 of the 1958 Customs Tariff Law, they will remain in force indefinitely and thus differ from the temporary tariff cuts of January 1 and September 5, which must be periodically extended by special ordinances.

Average 8%

The September 1 reductions average about 8% per position and include: bed feathers and downs, candy, flooring materials, linoleum, flat glass, bottles, silver coated glass bulbs, certain other glassware, floor tiles, custom jewelry, space heaters, household articles made of castings, electro-kitchenware made of sheet steel, bath tubs, goods made of zinc-coated sheet metals, various goods made of iron and steel, tableware, household articles made of copper and aluminum, coffee grinders, table and kitchen knives, lighting fixtures, fuel injection plants, pumps for liquids, burners, milling plants, non-electric hot-water stoves for household purposes, household scales and spring balances, sprayers, machine tools for lumber and metal processing, automatic lubrication apparatus, fixtures for water pipes, control devices, steel plate valves, electric ranges and hotplates, insulated bottles, radios and television sets.

Machinery, tractors

In addition to the products affected by these 2 measures, certain types of machinery, electrical equipment and tractors imported into Austria will continue to qualify for special tariff reductions or exemptions until December 31. The preferential rates, extended by a recent Finance Ministry decree, apply to specified commodities produced in Austria either in insufficient quantities or not at all. A commission in the Ministry for Trade and Reconstruction rules on the sufficiency or insufficiency of domestic production. The burden of proof rests with the importer. Current qualifying procedures for such reductions and the basic list of affected tariff positions have been in force with minor revisions since Apr. 15, 1961.

The original texts in German of the various lists—except for the September 5 list, expected soon—are available for consultation at the European Division, Bureau of International Programs, U.S. Department of Commerce.

South Africa starts third piecegoods quotas round

A third round of import permits for consumer and textile piece goods has been announced by South Africa, the U.S. Embassy in Pretoria reports.

The supplementary import quotas are:

For *Group A* consumer goods, an additional issue of 25%, bringing the 1962 total to 100% of the 1959-60 average of importers' permits of these goods. This category includes "everyday" items such as cutlery, glassware, watches, fountain pens and pipes.

For *Group B* consumer goods, an additional 5% allocation, bringing the total permits issued for 1962 to 40% of an importers' assessment. This category includes toys, trinkets, ornaments, sweets, gifts, and other "general merchandise" items.

For *textile piece goods* imported by merchants, an additional 10% allocation, bringing the total of permits issued for this year to 85% of the 1959-60 average of imports of textile piece goods.

This additional round of permits, originally expected in June, was considered essential by importers to ensure that there would be no year-end shortages affecting the Christmas trade. In view of the delay, delivery time will be a prime consideration in using these additional quotas for Christmas stocks.

YOURS FOR THE ASKING!

Service to American businessmen in the promotion of trade, investment and travel is available from world market experts in the Bureau of International Business Operations and the Bureau of International Programs, U.S. Department of Commerce. For further information, contact the Business Relations Division, Room 1843 Main Commerce Building, Washington 25, D.C.

Canadian tariff board sets dates for duty-revision hearings on Brussels Nomenclature chemicals

Seven meetings under Finance Ministry order to weigh proposals on duty rates and wording changes, consider briefs and submissions

Canada's Tariff Board has scheduled 7 public hearings October 9-March 25 in its investigation of import duties on chemicals, coming up for revision.

These hearings are the latest in a series held under a 1957 Minister of Finance directive. Each hearing will encompass chemicals under group headings of the Brussels Nomenclature:

October 9—paints, colors, varnishes, dyes, inks, tanning and dyeing extracts and related goods.

November 5—organic surface active agents and miscellaneous preparations: alkyl aryl hydrocarbons, unsulfonated; higher fatty alcohols, unsulfonated; and monoethanolamine; all the foregoing for use in manufacture of synthetic detergents; activated carbon; animal black; turpentine; tall oil; animal charcoal for use in refining of sugar.

November 19—propellant powder; prepared explosives; disinfectants, insecticides, fungicides, weed-killers, anti-sprouting products, rat poisons and similar products.

January 7—gasoline anti-oxidents for use in production of gasoline; materials, of class or kind not made in Canada, for use in manufacture of additives for heating, lubricating and fuel oils; compounds of tetraethyl lead, in which tetraethyl lead is the preponderant constituent by weight; ethylene dibromide and sodium for use in manufacture of tetraethyl lead or compounds; compounds of tetramethyl lead, in which tetramethyl lead is the preponderant constituent by weight.

January 21—ethylene glycol, and mixtures of ethylene glycol and other glycols in which ethylene glycol predominates, for use in manufacture of anti-freezing compounds; ethylene glycol-based anti-freezing compounds; chemical preparations, compounded of more than one substance, when dry, or liquid containing not more than 2½% of proof spirit, and all others not otherwise provided for; chemical compounds for removing water and salts from crude petroleum oils; coal-tar benzol, when imported by refiners of crude petroleum, for use in blending with gasoline produced in Canada; diethyl ketone, methyl normal propyl ketone and blends, methyl ethyl ketone, furfural and methyl isobutyl ketone for use in refining of oils; materials of a kind not produced in Canada for use as cataylsts in refining of petroleum; activated clay imported for use in the refining of oils; vanadium preparations for use as catalysts; naphtha, high-flash, for use in Canadian manufactures.

February 25—resins and plastics: condensation, polycondensation and polyaddition products; polymerisation and copolymerisation products; regenerated cellulose; cellulose nitrate, cellulose acetate and other cellulose esters, cellulose ethers and other chemical derivatives of cellulose; hardened proteins; natural resins modified by fusion; artificial resins obtained by esterification of natural resins or of resinic acids; chemical derivatives of natural rubber; other high polymers, artificial resins and artificial plastic materials; articles made from the above materials.

March 25—surface-active preparations and washing preparations, whether or not containing soap, and formulated from inorganic chemicals.

Proposals on wording of Canadian tariff items and duty rates should be filed with the Secretary, Canadian Tariff Board, Ottawa, Canada, at least 60 days before the relevant public hearings; separate proposals should be filed for each hearing.

Briefs or submissions for each public hearing must be submitted at least 30 days ahead; separate briefs should be filed for each hearing.

Three hundred copies of all proposals, briefs, or submissions, must be forwarded to the Board for distribution to interested parties on request to the Secretary of the Board.

Persons planning to attend should notify the Secretary at least 15 days in advance of a hearing. (See also FOREIGN COMMERCE WEEKLY, June 27, 1960, and Feb. 1, 1960.)

Belgium lifts curbs on anthracite coal imports

All restrictions have been lifted by Belgium on imports of anthracite coal size 5 millimeters or above and containing 14% or less of volatile matter, the U.S. Embassy in Brussels reports.

This action, effective from September 1, also applies to briquettes of anthracite. The Belgian market for U.S. anthracite is estimated at 30,000 to 50,000 metric tons for the final quarter of 1962. Types of anthracite in particular demand are anthracite stove, nuts and pea, with a maximum of 8 to 8½% ash and a minimum of 6 to 6½% of volatile matter.

Ecuador waives duties on breed-improving animals

Ecuador has given duty-free status to imports of superior quality, purebred animals and fowl used in improving the domestic stock, the U.S. Embassy in Quito reports.

Such animals and fowl, when brought in by official or private organizations with a public or social purpose, or by livestock organizations, and duly authorized by the Director General of Animal Husbandry, are also exempt from taxes on import permits and all other special project taxes including consular fees.

The import permits and required documentation authorizing the waiver of duties and other fees are obtained through the Ministry of Development. Application of the Animal Sanitation Laws continues as before.

The action was published in the *Official Register*, No. 233, August 3.

Peru speeds licensing of fishmeal plants

Long delays in licensing fishmeal plants in Peru should soon be a thing of the past under a new Government decree reported by the U.S. Embassy in Lima.

Licensing is now expected to take no more than a week, following payment by the applicant of a 500-sol ($18.10) fee per ton of hourly raw material capacity.

New plants are required to adhere to building code regulations.

COLOMBIAN CARS

The Colombian Ministry of Development has announced that as of mid-1962 a total of 222,872 motor vehicles were licensed for operation within Colombia as follows: private 138,590; public 71,330; official 12,952. Approximately 20% of the official vehicles are consigned to the Ministry of Public Works.

Peru to trade duty concessions with LAFTA co-members

Preliminary list circulated by National Society of Industries

In a "horse trading" move to expedite Mexico City LAFTA (Latin American Free Trade Association) negotiations, Peru's National Society of Industries has circulated a preliminary list of products on which Peru is disposed to make tariff concessions for other LAFTA contracting parties.

These concessions would be in return for tariff reductions Peru plans to obtain at current second-round LAFTA negotiations, the U.S. Embassy in Lima reports.

> Further information on articles appearing in this department, and on current foreign government trade and investment regulations for all countries in the world, is available from the Office of Regional Economics, Bureau of International Programs, Department of Commerce, Washington, 25, D.C., or as indicated in individual stories.

Calling attention to the fact that the list may be changed during the negotiations by additions or withdrawal of products, the National Society of Industries invited Peruvian organizations and individuals to submit suggestions to Peru's national commission on LAFTA. Such tariff reductions can handicap U.S. exports in competition with similar products from LAFTA countries, since these tariff reductions do not apply to the United States or other third parties.

U.S. goods

Included in the preliminary list of products on which Peru may authorize tariff concessions to LAFTA are a number of items of which the United States is an important supplier to Peru. These are: soft and hard cheeses; soya bean oil; caolin clay; infusorial earth; coke, refined or crude Xylol; tar or pitch; paraffin; pure boric acid; hydrofluoric acid; aluminum hydroxide; magnesium chloride; lecithin; steel wire of high resilience for springs and similar uses; steel cylinders for compressed gases; safety razors; bulldozers, scrapers and similar earth-moving machines; materials for manufacturing plastic articles; parts and accessories for telephones; parts and accessories for telephone centrals; graphite electrodes, carbons for arc lamps of motion-picture projectors; diesel and diesel electric locomotives; tractors; jeep-type automobiles; precision scales; and x-ray apparatus for medical and industrial uses. For earlier LAFTA developments, see FOREIGN COMMERCE WEEKLY, July 10, 1961, page 25; Jan. 25, 1962, page 170; and Apr. 9, 1962, page 627.

CORRECTION

India's foreign exchange reserves rose by $10.9 million to $208 million in the 2 weeks ended August 3—not to "$20.8 million," as a wayward decimal point on the "Business Bulletins" page, INTERNATIONAL COMMERCE, September 10, made it appear.

Chile submits request list to LAFTA in Mexico City

Concessions on 182 products have been requested by Chile from other member countries of the Latin American Free Trade Association, according to the American Embassy in Santiago.

Negotiations on Chile's request list as well as those from other Latin American Free Trade Association (LAFTA) countries began in Mexico City on August 27. Chile's list includes 20 agricultural products, 14 mineral products and 148 industrial products.

A copy of Chile's list, in Spanish, is available for examination in the American Republics Division, Room 3321, U.S. Department of Commerce, Washington 25, D.C. Upon request, interested firms will be advised whether or not a particular product is on Chile's list.

For announcement of LAFTA developments see FOREIGN COMMERCE WEEKLY, January 25, page 170, April 9, page 627, and July 10, page 25.

'Origin' rule of Development Fund restricts goods, services used in projects to EEC and associates

Certain exceptions allowed, but little opportunity seen for U.S. firms; OECD studies third-country procurement practices in aid programs

All necessary goods and services for carrying out European Development Fund (EDF) aid projects must originate in member states and associates of the Common Market, according to a circular instruction recently issued by the Common Market's Directorate General for Overseas Development. Under these conditions, there appears to be little opportunity for U.S. firms to participate in EDF-financed projects.

The EDF (INTERNATIONAL COMMERCE, July 30, pages 13 and 14) is expected to expend over $1 billion in aid funds by 1967 in areas, mainly in Africa, currently or formerly administered by European Economic Community member states.

The circular instructs technical controllers of EDF aid projects to employ the following Rule of Origin in letting contracts: "... materials and supplies must, in principle, originate in Member States and Associated Countries and Territories [of the European Economic Community] ...." This rule applies also to sub-contracting and works contracts—"in effect, to the origin of any and all means utilized to carry out projects."

Exceptions

Major exceptions are possible only with the permission of the EEC Commission. Minor exceptions are permitted for marginal supplies procured locally, fuels and bitumen, third-country products licensed or assembled in the Common Market, and third-country equipment already in possession of a contracting firm prior to bidding on a works project.

A comprehensive study is now under way in the Organization for Economic Cooperation and Development, of which the U.S. is a member, to examine third-country procurement practices in all the foreign-aid programs of the OECD member states.

U.S. consultants will help Liberian development group

Washington, D.C. firm to advise Government under $640,000 pact

The U.S. Agency for International Development (AID) has awarded a $640,000 contract to Klein and Saks, Washington, D. C., management consultants, to assist in planning the economic development of Liberia.

The American consultants will work with the Government of Liberia in establishing the Liberian Development Planning Agency. In doing so it will be concerned with the broad range of the West African nation's economic potential, providing technical assistance in the government's program of increasing productivity and export capability and raising the standard of living.

Following a previous American-conducted survey which returned a favorable report on the country's development potential, the Liberian legislature enacted a law establishing the Development Planning Agency and setting forth the criteria for its operation.

During the 2-year period of the contract, Klein and Saks personnel will work directly with the new agency's staff, helping to determine the program's needs and providing guidance in the operation and functioning of the planning body.

Cooperative projects such as this under the U.S. technical assistance program administered by AID in developing lands result in service and supply contracts being awarded to American firms and institutions.

U.S. firm wins AID contract to study Panama project

The International Engineering Company of San Francisco will study the hydroelectric power and agricultural development possibilities of a dense tropical jungle east of the Panama Canal.

The company will study the Bayano River area under a $290,000 AID contract as part of the Alliance for Progress. The Government of Panama, which requested the survey, will provide 2 graduate civil engineers, transportation and administrative support during the 9-month operation.

The survey will satisfy the requirements of the U.S. and international lending agencies when considering any loan applications for construction of projects which it may recommend.

U.S.-Jamaican water project helps U.S. firms

AID loans $2.2 million to improve 5 rural systems

In the first major jointly-financed development project in Jamaica since the U.S. started aid programs on that island 7 years ago, 5 water systems serving more than 80,000 rural Jamaicans will be modernized and expanded. Improvements will raise the total value of the water systems to more than $5 million.

Final plans and specifications for the expanded water systems are being prepared by the U.S. firm of James M. Montgomery Consultant Engineers, Inc., of Pasadena, Calif. U.S. and Jamaican contractors are eligible to bid for construction work of the AID-financed systems. Material purchased with loan funds will be manufactured in the U.S.

The Agency for International Development (AID) will loan the Jamaican Government $2.2 million from special U.S. social progress trust funds, and Jamaica will provide more than $1 million from general revenues for new construction as well as the land and existing water works valued at $2 million.

Improvements include new reservoirs, treatment plants, booster pumping stations, deep well pumps, intake works, service meters and more than 600,000 feet of distribution mains. The water systems are located in low-income agriculture and fishing sections.

Requested Tanganyikan loan may benefit U.S. firms

The Government of Tanganyika has applied for a $1.8 million AID loan to help finance a 3-year plan for urban water supplies being developed by the Public Works Division of the Ministry of Communications, Power and Works.

Engineering for the projects involved is being performed by the Public Works Division. The specifications are being prepared by a U.S. firm and will be released if the loan is approved. It is anticipated that approximately 70% of the loan will involve procurement of U.S. waterwork material and equipment.

NEW EMBASSY: An artist's drawing of the proposed new U.S. Embassy office building in Montevideo. As well as brightening the American image abroad, such buildings benefit the construction industries in host countries. The building was designed by the New York architectural firm, I. M. Pei & Associates.

India calls for bids on 2 generating sets

India requires diesel generating sets for total installed capacity of 2,000 kw., complete with alternators and accessories, 400/230 v., 3 phase, 50 c./sec. service range rating between 500 kw. and 1,000 kw., under Tender Project/2552-N/V/ Naharkatya.

Submit bids in duplicate to Director General of Supplies and Disposals, N.I. Bldg., Parliament St., New Delhi, before 10 a.m., Oct. 17.

Specifications available for $6.30 each (not refundable) at India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C.

Diesel generating station requested by Egyptians

Egypt has requested bids for 2 diesel generating station units of 120 kw. each and 1 of 60 kw., 1,500 r.p.m., 380/220 volts, air-cooled. Deadline is Sept. 29.

Bids are to be submitted to the General Organization for Executing the 5-Year Industrial Plan, 6 Khalil Agha St., Garden City, Cairo, U.A.R., with deposit of 2% of value of contract.

A copy of the specifications is available for review at the Power and Electrical Equipment Division, Room 4217, BDSA, U.S. Department of Commerce, Washington 25, D.C.

NATO projects in Norway opened to U.S. bids

Two projects in Norway, estimated to cost $210,000, have been opened to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

One project, with an estimated cost of $112,000, calls for delivery and installation of 12 pumping units (pumps, diesel engines and equipment) for fuel and gas oil storage in south Norway.

The other project, estimated to cost $98,000, is for delivery and installation of standby generators (generators, diesel engines and equipment) at oil storages in that country.

Firms interested in bidding on the projects should send notification by Oct. 1 to Forsvarets Bygningstjeneste, 111/POL, P.O. Box 967, Oslo, Norway, referring to Ref. 19394/62/111/POL/KS/GF/ 845.F.16.

Firms not already certified to participate in NATO work should send a resume of their qualifications to the Trade Opportunities Staff as described in the brochure on NATO international competitive bidding program available from the Staff.

Iraq plans to purchase studio sound equipment

The Central Foreign Purchasing Board, Ministry of Finance for the Directorate General of Broadcasting and Television, Ministry of Guidance, Baghdad, Iraq, expects to invite bids soon covering studio sound and ancillary equipment for Broadcasting House, Salhiya, Baghdad.

This procurement will include studio control consoles, announcer sub-control units, console type loudspeaker studio monitors, tape recorders, disc reproducers, a central control desk, and accessory equipment. Total value is estimated roughly at $110,000 to $150,000.

Interested firms can review the specifications in the Electronics Division, BDSA, Room 4125, U.S. Department of Commerce, Washington 25, D.C. It is expected that the tender, including terms and conditions, will be available shortly.

Telecommunications projects scheduled in South Korea

The Government of the Republic of Korea is inviting tenders for 2 telecommunications projects.

One project, A-16, calls for the supply of 2 Model 28 automatic teletypewriters (or equivalent) and spare parts; the other, A-17, for the supply of a 1,000-watt high-frequency radio transmitter, associated equipment and spare parts.

These projects, which fall under tender KFX-2098-S, are open to worldwide bidding.

Tenders must be submitted by Oct. 13 to the Office of Supply, Seoul.

Specifications on the projects may be obtained on loan from the Electronics Division, Room 4127, BDSA, U.S. Department of Commerce, Washington 25, D.C. (Telephone: WO 7-3026), or on a retention basis from Chung Soo Park, Procurement Officer, Korean Embassy, 2322 Massachusetts Ave., NW., Washington 8, D.C.

Large Belgian firm wants to represent U.S. concerns

A large Belgian electronic manufacturing firm, Manufacture Belge de Lampe et de Matériel Electrique, wants to represent U.S. manufacturers for the sale of their equipment and products in Belgium or elsewhere in the Common Market.

This company is also willing to consider licensing or joint venture arrangements concerning electronic equipment. The company says it is interested in aeronautical electronics, airborne and ground, computers, and developments in micro-miniaturization.

Albert Colpaert, Director of MBLE's Division Aeronautique, plans to visit the United States around the end of September to discuss such arrangements with U.S. firms. Interested U.S. firms should contact him at Division Aeronautique, Manufacture Belge de Lampe et de Matériel Electrique, 80 rue des Deux Gares, Anderlecht, Brussels 7, Belgium.

Australian city plans sewer treatment plant

The Brisbane City Council plans to begin work in 1964-65 on a sewer treatment plant for an unserved area of the city. The unserved area, located in the southwestern portion of the city, encompasses 9 suburbs with a population of 21,400.

Cost of the project is estimated to be over $3.6 million.

Interested U.S. firms may direct inquiries to the Town Clerk, Brisbane City Council, King George Square, Brisbane, Queensland, Australia.

Kenya proposes bid call on rail car ferryboats

Tenders soon are to be issued by the East African Railways and Harbors, Nairobi, Kenya, for supply of two rail car ferryboats with a capacity of 16 cars each for the Lake Victoria service.

The estimated cost of the two vessels is $2.4 million and it is hoped they will be in service by early 1965.

Present plans indicate that an additional $1,120,000 will be spent for terminal facilities.

Write directly to the East African Railways and Harbors.

Costa Rican agency lists material for new hospital

The Business and Defense Services Administration has received from the Costa Rican Social Security Institute a list of hospital, scientific, and laboratory equipment which will be required in a new 588-bed hospital.

The list is in 4 separate volumes and has been published in Spanish only.

Actual tender for bids is expected soon.

Interested U.S. firms may obtain the list on loan from the Trade Opportunities Staff, BDSA, Room 4018, U.S. Dept. of Commerce, Washington 25, D.C. (Telephone: WO 7-4675.)

Gas pipeline construction planned in Argentina

Argentina has invited bids for construction of a gas pipeline 450 kilometers in length between Monte Leña and Pacheco.

The invitation (Licitación Pública 4,850) calls for bids on individual sections of pipeline or for the total project. Estimated budget is over $6 million.

Deadline for submission of bids is 10 a.m. Sept. 28 at the office of Gas del Estado, Gerencia Estudios, Proyectos y Obras, Alsina 1170, Buenos Aires.

Specifications pertaining to this tender are available from the Building Materials and Construction Industries Division, Room 4002, BDSA, U.S. Department of Commerce, Washington 25, D.C. (Telephone: WO 7-5255.)

Tires, axles requested by Indian Government

Bids have been invited by the Railway Board, Ministry of Railways, Government of India, for tires and axles. Items are as follows:

Approximately 80,700 tires for rolling stock, and approximately 20,000 axles for rolling stock.

Closing date for the tires is Oct. 1. Bid deadline for the axles is Oct. 9. Bids should reach B. R. Kinra, Director, Railway Stores, Railway Board, Rail Bhavan, Raisina Road, New Delhi, India, not later than 12 noon on the dates mentioned.

Tender documents (GP-30 of 1962) may be purchased from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C., for $1.05 each or a complete set of drawings for $20.

A sample copy of these documents may be reviewed in Room 4212, Transportation Equipment Division, BDSA, U.S. Department of Commerce, Washington 25, D.C.

Indian coach factory needs railway wheel tires, axles

Sealed tenders have been invited by the Chief Administrative Officer, Integral Coach Factory (Perambur), Madras-23, Madras State, India, for the supply of 976 railroad car wheel centers, with rough turned tires mounted and 488 rough turned axles. Closing date is Oct. 16.

The tender documents may be procured for $2.10 from the Director General, India Store Department, Government Bldg., Bramyard Ave., Acton, London W. 3, or from the Director, India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C. Material will be financed by the Indian Government.

A sample copy of these documents may be reviewed in Room 4212, Transportation Equipment Division, BDSA, U.S. Department of Commerce, Washington, D.C.

Sprayer catalogues asked by Burma Health Services

The Office of the Assistant Director of Health Services (Stores), Central Medical Stores Depot, 57, Newlyn Rd., Rangoon, wants U.S. manufacturers to send their latest catalogues for insecticide sprayers, dusters and disinfectors. They should be sent free of cost to the Attention of Major S. H. Chanea at the indicated address.

Cathodic protection system requested by Trinidad

The Trinidad and Tobago Electricity Commission requests bids for a cathodic protection system for a 16 in. diameter natural gas main 41 miles long, under tender 226.

Specifications may be obtained from Howard Humphreys & Sons, Westminster House, West St., Epsom, Surrey, England, for $5.60, non-refundable. Closing date is Nov. 30.

Steam generating plants requested in Egypt

Port Said asks for bids for the supply and erection of steam generating plants for the hydrogenation of edible oils and rice bran solvent extraction factories.

Bids should be submitted directly to the General Organization for Executing the 5-Year Ind. Plan, 6 Khalil Agha St., Garden City, Cairo, U.A.R., with provisional deposit of 2% of value of contract. Bids close Nov. 20.

One copy of specifications is open for inspection at the Power and Electrical Equipment Division, Room 4217, BDSA, U.S. Department of Commerce, Washington 25, D.C.

Iraq sets bid deadline for supply of lumber

Bids are invited until noon Oct. 2. by the Director General, Iraqi Republican Railways, for supply of 4,167 cu. ft. pine wood.

Specifications may be obtained free of charge from the Directorate General of the Iraqi Republican Railways or from the Forest Products Division, BDSA, U.S. Department of Commerce, Washington 25, D.C.

Bidders must submit a deposit of 7% for the first 1,000 dinars of the price offered and 5% of the remainder of the price quoted or a bank guarantee for the same amount.

Swiss company interested in variety of equipment

Maschinen - Aktien - Gesellschaft, Birkenweg 61, Bern, plans to expand its activities and is interested in importing the following equipment on its own account from the United States:

All kinds of construction machinery and technical accessories for the building industry, automation equipment for rationalizing work processes in industry, and high quality electronics measuring instruments for industry and scientific institutes.

In addition to importing and selling machines and technical equipment of every description, the Swiss company provides after-sales service through its own workshops in Bern and has ample storage space.

Agency in Iraq considers bus body assembly plant

The Director General of the Baghdad Passenger Transport Service (BPTS), a government agency, is considering establishment of a bus body assembly plant for themselves and other municipal transport companies in Iraq.

Since its buses are obtained on public tender, the equipment must be capable of assembling bus bodies purchased from any source. The BPTS cannot bind itself to a licensing agreement with any particular manufacturer.

The BPTS is considering a completely knocked-down assembly operation and would like to receive catalogs and prices of machinery for such an operation. Prices should be quoted C. and F. Basra. The machinery would be eventually purchased by public tender.

Honduras requests bids for power transformers

The National Electric Co. of Honduras is inviting bids for the following equipment:

Supply and delivery of 7 single-phase, 1,250 kv.-a. power transformers; 3 single-phase, 833 kv.-a. power transformers; 3 single-phase, 333 kv.-a. power transformers and 15 high-voltage lightning arresters.

Bids for tender 180-11 should be submitted to Empresa Nacional de Energia Eléctrica, Aptdo. Postal No. 99, Tegucigalpa, D.C., Honduras, Centro América before 4 p.m., Oct. 15.

Bidding documents and specifications are available for review or loan from the Power and Electrical Equipment Division, BDSA, Room 4217, U.S. Department of Commerce, Washington 25, D.C.

Pharmaceutical, medical supplies sought in Iraq

The Ministry of Defense, Baghdad, has invited bids on a variety of pharmaceutical and medical supplies.

The list includes pharmaceuticals, medicinal chemicals, laboratory reagents, dental drugs, biologicals, EENT drugs, anesthetics, hormones and hormone preparations, central-nervous-system depressants and stimulants, antispasmodic agents, narcotics, antibiotics and antibacterial agents such as furandantin and sulfa drugs.

Also included are tranquilizers, diuretics, basic pharmaceuticals, diagnostic agents, and surgical supplies.

Large quantities of products of major as well as of smaller pharmaceutical firms are sought.

Terms and specifications are available for $1.40 per set from the Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, Iraq. Request specifications for tender Med/1/62. Bids must be submitted to the Directorate before noon Oct. 1.

A copy of the tender, terms, and specifications is available on loan to firms located in the U.S. from the Chemical and Rubber Division, BDSA, U.S. Department of Commerce, Washington 25, D.C. (Telephone: WO 7-2239).

Republic of South Africa wants parking meters

The Republic of South Africa is inviting tenders for 400 coin operated dual parking meters of the non-accumulative type.

They are to be provided with coin counting devices capable of separating and tallying coins of 2 different denominations.

Bid deadline is Oct. 1. Bids are to be submitted to the Secretary, State Tender Board, P.O. Box 371, Pretoria, Republic of South Africa.

Bid forms may be obtained from the State Tender Board free of cost. Correspondence should cite tender F.T. 50007.

A copy of the bid form and specifications are available for review in the Scientific, Photographic and Business Equipment Division, BSDA, Room 4309, U.S. Department of Commerce, Washington 25, D.C.

Iraq Government requires radio-telephone equipment

The Iraqi Ministry of Finance is inviting bids on behalf of the Ministry of Agriculture for the supply and installation of 11 VHF transmitter-receivers (5 airborne, 5 mobile, 1 fixed). Closing date for bids under their tender notice is noon Oct. 28.

Copies of the terms and specifications can be obtained from the Secretary of the Central Foreign Purchasing Board, Ministry of Finance, Baghdad, for 0.50 Iraqi dinar ($1.40) plus $0.70 to cover cost of air-mailing the documents from Baghdad to the U.S.

Interested firms can also review the tender documents and specifications in the Electronics Division, BDSA, Room 4125, U.S. Department of Commerce, Washington 25, D.C.

U.A.R. requires machines to manufacture tin cans

The United Arab Republic is asking for bids until Dec. 25 for the supply and erection of semi-automatic machines for manufacturing tin cans. The supplier will provide machinery for 2 separate plants, 1 at Mansorah and 1 at Sohag.

When completed, the Mansorah factory will have a capacity of 4.5 million round cans per year (1,500 cans P/H) with the 2 dimensions of 154 and 105 millimeters in diameter, and machines for manufacturing square cans, 1, 2, and 4 gallon volumes, with a capacity of 200 cans P/H (approximately 600,000 cans per year).

The Sohag factory will have a capacity of 2.5 million round cans per year with the 2 dimensions of 154 and 105 millimeters in diameter (approximately 850 cans P/H), and machines for manufacturing 1, 2, and 4 gallon volume cans with a capacity of 70 cans P/H (approximately 200,000 cans per year).

Bids should be sent to the General Organization for Executing the 5-Year Industrial Plan, 6, Khalil Agha St., Garden City, Cairo.

Copies of the bid documents are available on loan from the General Industrial Equipment and Components Division, BDSA, Room 4130, U.S. Department of Commerce, Washington 25, D.C. (Telephone: WOrth 7-5592.)

Generator, transformers requested in Philippines

The National Power Corp. of Manila requests sealed bids on a hydraulic turbine and governor, and turbine inlet valves and generator. Bid deadline is 10 a.m. Oct. 30.

Specifications are available at the Office of the National Power Corporation, 161 Bonifacio Dr., Port Area, Manila, Philippines, for $9.05.

The corporation also requests bids for two 122,200 kv.-a. and one 22,000 kv.-a. power transformers, appurtenances, accessories and spares for Angat River Project. Bid deadline is Nov. 20.

Specifications are available from the indicated address for $1.45.

Chile extends deadline for supply of new plant

Chile has extended the deadline for Bid 46 covering the supply of a hydroelectric plant from Sept. 14 to 11 a.m. Nov. 16. (See INTERNATIONAL COMMERCE, Aug. 27, p. 20).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

(★) indicates additional information on the export, import or international representation opportunities may be borrowed by U.S. firms in this country from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C.; telephone WO 7-4675.

(★★) indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, BDSA, U.S. Department of Commerce. NCIA following indicates no commercial information available.

(☆) indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans.

(●) indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, BIBO, U.S. Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.

019 Miscellaneous Commercial Farm Products

Saudi Arabia

Seeds. Ibrahim A. Mira (importing distributor), P.O. Box 49, Mecca. WTD 8/2/62.

Venezuela

Small plants and seeds; carnations, stricias, and birds of paradise; pine trees, for Christmas decorations; horticultural seeds; direct purchase and agency. Requests replies in Spanish. J. Gonzalez Estarriol (representative), Edificio San Francisco, Local D, Avenida Fuerzas Armadas, Caracas. WTD 8/20/62.

195 Small Arms

Cyprus

Sporting guns and ammunition. Direct purchase and agency. Andreas Th. Loizou (importing distributor, manufacturer's agent, commission merchant), P.O. Box 553, Nicosia. WTD 7/16/62.

England

Interested in .22 rifles, air guns, sporting guns. Pegley-Davies, Ltd. (importing distributor and manufacturer), Hersham Trading Estate, Walton-on-Thames, Surrey. WTD 8/17/62.

200 Food, Related Products

Cyprus

Foodstuffs: tinned meat, tinned fish, flour, butter, cheese, edible oils. Direct purchase and agency. Overseas & Local Agencies (importing distributor, manufacturer's agent, commission merchant), P.O. Box 8, Limassol. WTD 8/21/62.

Rhodesia, Nyasaland

Groceries and provisions. Direct purchase and agency. H. J. Downs, Ltd. (manufacturer's agent, wholesale distributor), P.O. Box 346, Blantyre, Nyasaland. WTD 8/7/62.

South Africa

Foodstuffs and delicacies. Domestic & Foreign Trade (Pty.), Ltd. (importer, wholesaler, distributor, agent), 102 Mooi St., Johannesburg. WTD 8/23/62.

Zanzibar

All kinds of foodstuffs; rice, sugar, all kinds of grains and pulses, tinned milk, biscuits, soap, vegetable ghee, and various other food items. M. D. Mehta (importing distributor and commission merchant), Mchhambawima St., P.O. Box 323, Zanzibar. WTD 8/2/62.

201 Meat Products

Canada

Food products; delicatessen products—smoked and cooked all beef delicatessen products—salami, frankfurters, corned beef, smoked beef; first quality, strictly kosher; government inspected and branded. Kwinter Foods, Ltd. (manufacturer and distributor), 246-248 Simcoe St., Toronto, Ontario. WTD 8/21/62.

France

Cracklings, meat waste (15% fats) to be refined and bleached. Direct purchase and agency. Requests replies in French. Société Industrielle des Abattoirs Parisiens—S.I.D.A.P. (importer of slaughter-house subproducts), 33 rue de la Hair Coq, Aubervilliers, Seine.

Pork cracklings; C.I.F.—Brest, Lorient, Nantes: Ste. Française des Industries Maritime (manufacturer of fish byproducts), Concarneau (Finistere).

All kinds of offals. Requests replies in French. Maurice Torlotin (trader in tripes), 25 rue de Vincennes, Maisons-Alfort, Seine.

203 Canning, Preserving Fruits, Vegetables, Seafoods

France

Raw materials in connection with manufacture of vegetable oils. Direct purchase and agency. Etablissements A. Bertin (manufacturer of vegetable oils), 38 rue Jules Ferry, Courbevoie, Seine.

Soya beans. Requests replies in French. Huileries de Chauny (producer, importer and trader of oil seeds), rue Geo Lufbery, Chauny, Aisne.

Germany

Soybeans and linseed. Direct purchase and agency. Heinrich Brand (importer, wholesaler, commission merchant, broker), 7 Marienkirchplatz, Neuss/Rhein. WTD 7/27/60.

Niger

All kinds of canned vegetables and fruits, retail sizes. Société de Commerce et de Production du Niger (COPRO-NIGER), (importing distributor), Niamey. WTD 8/14/62.

Surinam

State of Maine sardines packed in oil or brine, 3¼ oz. tins, 100 tins to carton, up to 200 cartons monthly. Direct purchase and agency. A. van der Voet, Handelmaatschappij NV (wholesaler, importing distributor, commission merchant, retailer), Waterkant 36-38, Paramaribo. WTD 8/25/60.

204 Grain Mill Products

Niger

Polished rice, both in bulk and packaged. Société de Commerce et de Production du Niger (COPRO-NIGER), (importing distributor), Niamey. WTD 8/14/62.

Saudi Arabia

Wheat grains and flour; barley grains. Anwar Abu al-Jadayil & Sons (importing distributor), P.O. Box 72, Jidda. WTD 8/22/62.

209 Miscellaneous Food Preparations, Related Products

France

Indian corn oil. Requests replies in French. Jean Gillet (manufacturer of edible oil), 64 boulevard Gambetta, Bourges, Cher.

Castor and linseed oil. Requests replies in French. Ansar et Ghestem (manufacturer of vegetable oils), Hameau du Grand Cabaret, Quesnoy-sur-Deule, Nord.

Netherlands

Honey. N. V. Honingzemerij "Het Zuiden" (importing distributor, manufacturer) P.O. Box 2, Boxtel.

220 Textile Mill Products

British Guiana

Textiles; from piece goods of all lengths to men's and women's suitings. Direct purchase and agency, prefers agency. Eclipse Agency (subsidiary of Bettencourt-Gomes Department Store), (importing distributor-manufacturer's agent-commission merchant), P.O. Box 853, Georgetown. WTD 6/12/61.

Cyprus

Textiles: material for ladies' dresses, noplins, artificial furs, bed tickings. Direct purchase and agency. Overseas & Local Agencies (importing distributor, manufacturer's agent, commission merchant), P.O. Box 88, Limassol. WTD 8/21/62.

Germany

Laces, tulles and marquisettes. Direct purchase and agency. "Spitzenherzog"

Inh. Heinz Krempel (commission merchant, wholesaler), 22 Emser Str., Berlin W 15. WTD 8/21/62.

Liechtenstein

Fabrics for dressing, novelties for apparel, textile floor coverings, non-woven textile fabrics for new application purposes. Direct purchase and agency. E. F. Bieri (importing distributor, manufacturer's agent), Mauren. WTD 7/26/62.

Netherlands

High quality woven woolen, synthetic and cotton fabrics for baby and children's dresses; firm requests samples and price quotations. Baby & Kleuterconfectie Oldac (manufacturer), 28 Peperstraat, Valkenswaard.

Philippines

Upholstering materials of synthetic fiber, imitation leather, and plastic. Direct purchase and agency. Conpinco & Co. (manufacturer, wholesaler, retailer). 565 Dulalia Bldg., Iznart St., Iloilo City. WTD 8/10/62.

221 Broad Woven Fabric Mills, Cotton

Niger

All types of cotton textiles. Société de Commerce et de Production du Niger (COPRO-NIGER), (importing distributor), Niamey. WTD 8/14/62.

222 Broad Woven Fabrics, Man-Made Fiber, Silk

Germany

Nylon or synthetic tulle for dance dresses as per attached sample. ★ Juergen I. Spira (importer and wholesaler), 6 Altenbergstrasse, Duesseldorf. WTD 8/20/62.

228 Yarn, Thread Mill Products

Pakistan

Cotton cord for braiding hoses; rayon cord. Samad Rubber Works (manufacturer), 409 Ferozpur Rd. Lahore 14. WTD 8/2/62.

229 Miscellaneous Textile Goods

New Zealand

Unbleached Kraft rope or similar heavy duty papers, approximately 50 lbs. basis weight (24 in. by 36 in. by 500 sheets); sheets pressed into rachet-like shape onto which is applied a plastic coating; paper forms core of plastic mesh for carpet cushions and other uses. Tellus Vacuum Cleaners (NZ), Ltd. (manufacturer, wholesaler, retailer), P.O. Box 1478 or 4 York St., Parnell, Auckland, C.4. WTD 8/29/62. Sample may be obtained from the Forest Products Division, BDSA, Room 4310 (WO 7-3003). ★

Switzerland

Plastic coated fabrics. Gebruder Winter & Co. (importer), Nauenstrasse 65, Basel.

230 Apparel

Cyprus

Outerwear and underwear for men, women and children. Direct purchase and agency. Chr. K. Christodoulides (importing distributor, manufacturer's agent, commission merchant), 61 Onassagorou St. Nicosia. WTD 8/24/62.

England

Beach wear, model gowns, suits, and fashion accessories. Direct purchase and agency. Ella Wells (retailers, wholesalers, commission agents) 20 Brook St., London, W.1. WTD 8/28/62.

Saudi Arabia

Ready-to-wear clothes for men, women and children. Ibrahim A. Mira (importing distributor), P.O. Box 49, Mecca. WTD 8/2/62.

234 Women's, Misses', Children's, Infants' Undergarments

Norway

Underwear for women and misses. Direct purchase and agency. Brodrene Brager-Larsen (manufacturer's agent and importing distributor) 1 H. Heyerdahlsgate, Oslo. WTD 3/30/62.

239 Miscellaneous Fabricated Textile Products

Republic of South Africa

Millinery goods; straws, felts, canvases, textiles, varnishes, and lacquers, trimmings, wire, blocks and dies and all commodities allied to the millinery industry. The London Milliners Pty., Ltd.—S-M.A. Wengrowe & Co. (manufacturer, importing distributor and manufacturer's agent) 86 Barrack St., Cape Town. WTD 8/20/62.

252 Office Furniture

Cyprus

Office equipment; desks, chairs, filing cabinets. Direct purchase and agency. Andreas Th. Loizou (importing distributor, manufacturer's agent, commission merchant), P.O. Box 553, Nicosia. WTD 7/16/62.

Thailand

Office filing cabinets; steel; various sizes, 50-100 units each shipment. Direct purchase and agency. Srinakorn Typewriter & Service (importing distributor), 356/5-6 Siphya Rd. Bangkok WTD 8/21/62.

262 Paper Mill Products

Rhodesia and Nyasaland

Toilet tissue and allied items. Direct purchase and agency. H. J. Downs, Ltd. (manufacturer's agent, wholesale distributor), P.O. Box 346, Blantyre, Nyasaland. WTD 8/7/62.

264 Converted Paper, Paperboard Products

Canada

Paper Christmas place mat sets, 8 mats per set with insertion card complete in envelope or packet, all with suitable Christmas decorations; minimum of 100 sets per order, additional orders to follow. Western Specialty Advertising of Vancouver (jobber), 5782 Victoria Dr., Vancouver 16, B.C. WTD 8/29/62.

Pakistan

Stationery. Direct purchase and agency. Ferozons, Ltd. (manufacturers, importing distributor, commission merchant), 60 The Mall, Lahore. WTD 8/17/62.

Rhodesia and Nyasaland

Brown paper bags. Direct purchase and agency. H. J. Downs, Ltd. (manufacturer's agent, wholesale distributor), P.O. Box 346, Blantyre, Nyasaland. WTD 8/7/62.

281 Industrial Chemicals

India

Chemicals: phenyl acetamide, 5 metric tons; phenyl acetic acid, 100 metric tons; formaldehyde, 500 metric tons; propylene glycol, 500 metric tons; alkyl bensene, 500 metric tons; santobrite powder, textile preservative, 5 metric tons. M. G. Corp. (importer, wholesaler, retailer and sales agent of chemicals), 31 Forbes St., Bombay 1. WTD 5/16/62.

Pakistan

Brake fluid. Direct purchase and agency. I. D. Loan & Sons, Regd. (manufacturer's agents and commission merchants), 34 Massy Gate, P.O. Box 34, Rawalpindi. WTD 8/17/62.

Rhodesia, Nyasaland

Colors and essences for use in manufacture of non-carbonated soft drinks. Coldrac Products (manufacturers of non-carbonated soft drinks and small polythene pouches), P.O. Box 1723, Salisbury, Southern Rhodesia. WTD 8/21/62.

Sweden

Chemicals and pigments, especially for paint industry. Direct purchase and agency. Carl G. Antonson (importing distributor, manufacturer's agent), 54 Brahegatan, Stockholm O. WTD 8/23/62.

282 Plastics Materials, Synthetic Resins, Rubber, Other Man-made Fibers, Except Glass

France

Silicon. Société Margaine (importer of silicon), 29 rue Drout, Paris, 9e. WTD 8/14/62.

Germany

Plastics; impact resistant polystyrene, high pressure polyethylene, and polypropylene; c.i.f. Rotterdam price quotations. Direct purchase and agency. Herbert Reimann GmbH. (manufacturer, importer & wholesaler), 1085 Bergisch-Gladbacher Strasse, Koeln-Dellbrueck. WTD 8/20/62.

Switzerland

Plastics materials, plastic sheetings, plastic semi-products, plastic novelties. Gebruder Winter & Co. (importer), Nauenstrasse 65, Basel.

283 Drugs

Ceylon

Poultry medicines, all types. Direct purchase and agency. Ironside (Enterprises & Agency), Co. (importing distributor, manufacturer's agent), 200/1 Keyzer St., Colombo 11. WTD 8/29/62.

● Promethazine hydrochloride; 25 mgm.; 1,862,000 tablets in bottles of 1,000 tablets. Bid deadline Nov. 6. Ministry of Health, P.O. Box 500, Colombo. ★ (Telephone: WO 7-2239.)

Iraq

● Trisulphonamide tablets, B.P.C., 0.5 gm. (sulphadiazine 185 mg., sulphathiazole 185 mg., sulphamerazine 130 mg.) 10 million tablets. Bid deadline Oct. 14. Terms and specifications obtainable from Secretary of the Central Foreign Purchasing Board, Ministry of Finance, Baghdad, at $4.20 per copy plus $0.70 for mailing documents. ★ (Telephone: WO 7-2239.)

Norway

Pharmaceutical specialties; such as antibiotics sulfonamides, analgesics, anesthetics, hormone preparations, enzymes; packaged for sale through druggists. Direct purchase and agency. Leiv Engelschion Farmaceutisk A/S (importing distributor and manufacturer's agent), 3 Rosenkrantzgaten, Oslo. WTD 8/21/62.

Sweden

Pharmaceutical raw materials. Direct purchase and agency. Carl G. Antonson (importing distributor, manufacturer's agent), 54 Brahegatan, Stockholm O. WTD 8/23/62.

Syrian Arab Republic

Pharmaceuticals; antibiotics and hormones; quantity depends on prices. Direct purchase and agency. Droguerie Alep (Azouz Hascour & Co.), (importing distributor and manufacturer's agent), P.O. Box 625, Azizieh St., Aleppo. WTD 8/14/62.

284 Perfumes, Cosmetics, Other Toilet Preparations

Australia

Import cosmetics; low and medium priced grade. Chandlers (Australia), Ltd. (retailers), Cnr. Albert and Charlotte Streets, Brisbane, Queensland. WTD 4/6/61.

Indonesia

Cosmetics; under SIVA permit. N. V. Metro Trading Co. (importer, exporter), 151, 16 Ilir, Palembang. WTD 5/19/60.

Netherlands

Household cleaning items; new developments or styles in cleansing materials and compounds. Direct purchase and agency. H. A. van Niekerk (importer, retailer), 74 Lange Tiendeweg, Gouda. WTD 6/27/62.

Pakistan

Toilet requisites. Direct purchase and agency. Ferozsons, Ltd. (manufacturers, importing distributor, commission merchant), 60 The Mall, Lahore. WTD 8/17/62.

Rhodesia and Nyasaland

Floor and furniture polishes. Direct purchase and agency. H. J. Downs, Ltd. (manufacturer's agent, wholesale distributor), P.O. Box 346, Blantyre, Nyasaland. WTD 8/7/62.

285 Paints, Varnishes, Lacquers, Enamels

Rhodesia, Nyasaland

Paints. Direct purchase and agency. H. J. Downs, Ltd. (manufacturer's agent, wholesale distributor), P.O. Box 346, Blantyre, Nyasaland. WTD 8/7/62.

287 Agricultural Pesticides

Ceylon

● Malathion, 50% E.C., 480 imperial gallons in 5 imperial gallon drums. Bid deadline Nov. 27. Chairman, Tender Board, Ministry of Health, P.O. Box 500, Colombo. ★ (Telephone: WOrth 7-3910.)

Iraq

● Gamma isomer benzene hexachloride, 4 metric tons of formulated dip for control of external parasites of animals. Bid deadline Oct. 28. Central Foreign Purchasing Board, Ministry of Finance, Baghdad, Iraq.★ (Telephone: WOrth 7-3910.)

Saudi Arabia

Fertilizers. Ibrahim A. Mira (importing distributor), P.O. Box 49, Mecca, WTD 8/2/62.

289 Miscellaneous Chemical Products

Israel

☆ Joint sealing compound, rubberized, cold application, ready-mixed, for joints in concrete canal lining, about 165,000 lbs. Loan 28, U.S. source. Sub-Authorization 6000/119. Bid deadline Oct. 5. Government of Israel Supply Mission, 850 Third Ave., New York 22, N. Y., Attention: Mr. N. Nisen. Tenders should refer to S/A number and be prepared on basis of f.a.s. U.S. port of exit. Delivery desired by end of November. Prices should be itemized and show both trade and cash discounts. Suppliers may devise own forms for submitting tender, in duplicate, to buyer.★

299 Miscellaneous Petroleum, Coal Products

Germany

Lubricating greases; aluminum grease; lithium grease; bentone grease with and without EP (extreme pressure) additives; barium grease; requests replies from manufacturers only. Direct purchase and agency. Moellenberg & Sonntag, Schmierungstechnik (manufacturer and wholesaler), Schwelm i.W. WTD 8/24/62.

301 Tires, Tubes

Iraq

● Tires for motor vehicles, 350, size 1200x20 (12 ply rating); tender TAWZEE/45/1962. Deadline for bids Oct. 8. Administration of Distribution of Oil Products (Stores and Transport Department), P.O. Box 302, Baghdad, Republic of Iraq. ★ (Telephone: WOrth 7-3381.)

307 Miscellaneous Plastics Products

Jamaica

Plastic letters, 1 in. square, for plastic signs; replies requested from manufacturers only. Marine & Plastics, Ltd. (manufacturer), 7 Dayton Ave., Kingston 10. WTD 10/24/60.

Netherlands

Plastic baby pants and raincoats. Joga Plastics, NV (manufacturer, importing distributor), 579 Prinsengracht, Amsterdam. WTD 7/10/62.

310 Leather, Leather Products

England

Handbags, travel goods and general leather goods. Direct purchase and agency. J. S. Rundell, Ltd. (importing distributor and manufacturer's agent), 2-8 Honduras St., London, E.C. 1. WTD 8/21/62.

311 Leather Tanning, Finishing

Cyprus

Material for shoe industry; upper leather, sole leather, rubber sheets, rubber heels, leather-fiber sheets, glues for soles, lining leather, P.V.C. Direct purchase and agency. Overseas & Local Agencies (importing distributor manufacturer's agent, commission agent), P.O. Box 88, Limassol. WTD 8/21/62.

313 Boot, Shoe Cut Stock, Findings

Iraq

● Leather half soles and heels, 6,000 pairs each; rubber half soles and heels, 20,000 pairs each. Tender ORD/72/962, bid deadline Oct. 3. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: WOrth 7-4674.)

317 Handbags, Other Personal Leather Goods

Netherlands

Imitation leather articles, such as wallets, purses, handbags, key wallets, belts. N. V. Berclouw Lederwaren (importing distributor and retailer for 14 stores), 19 Bemuurde Weerd O.Z., Utrecht.

325 Structural Clay Products

Jamaica

Clay sewer pipe. Direct purchase and agency. Mastermax, Ltd. (importer, wholesaler, manufacturer's agent), 44 Barry St., Kingston.

329 Abrasives, Asbestos, Miscellaneous Nonmetallic Mineral Products

Iran

● Crucibles: 20, capacity 300 kilos; 80, capacity 100 kilos; bids invited until Oct. 20 by Armament Department of the Imperial Iranian Army DT/Section, Avenue Jale, Teheran. Specifications available for reference from Miscellaneous Metals and Minerals Division, Room 4007, BDSA, U.S. Department of Commerce, Washington 25, D.C. (Telephone: WO 7-2690.)

331 Steel Mill Products

Greece

● Steel wire strand, zinc-coated, 7/32 in. dia., 55 tons; 5/16 in. dia., 274 tons; 7/16 in. dia., 154 tons, 7 wires strand in accordance with specification GR-98. Inquiry DMKD-279. Bid deadline Oct. 5. Public Power Corp., 30 Chalkokondyli St., Athens.★ (Telephone: WOrth 7-2363.)

India

☆ M. S. hot rolled steel skelp, width, 6½ in., thickness, 16 swg., tolerance-width, no minus tolerance. Minimum plus tolerance may be stated, thickness-plus minus 0.003 in., 1,000 m.t. Loan 159; U.S. source. Bid deadline Sept. 28. J. K. Steel, Ltd., 7 Council House St., Calcutta 1. Cable: BALINGHOOP.

Pakistan

☆ High silicon electrical steel sheets, hot rolled or cold reduced, foundry pig iron, mild steel plates plain, hot rolled or cold reduced, fully annealed, in various sizes. Loan 7; U.S. source. S/A No. RM 039558. Credit amount, $96,600. Bid deadline Oct. 2. S. Muhammad Din & Sons, Ltd., Shahdara Mills, Lahore. Cable: NERANS, Lahore. ★

☆ Mild steel sheets, cold rolled, close annealed, pickled and oiled, manufactured from Siemens Martin (open hearth) steel, in 1 ton skids packing, 36 in. by 62½ in. by 24 gauge; 44 in. by 66 in. by 24 G; 22 in. by 66 in. by 24 G. Loan 7.; U.S. source. S/A No. RM 033061. Credit amount, $119,481. Bid deadline Oct. 4. National Chemical industries, F/1, S.I.T.E., Opposite General Motors, Mauripur Rd., Karachi 13. Cable: BARKATI.

☆ Hot rolled 0.33 maximum carbon steel plates, size 8 by 4, m. s. angles, open hearth hot rolled carbon steel channels, in length up to 24 ft.; m.s. bars. Loan 7; U.S. source. S/A No. RM 038825. Credit amount, $10,500. Bid deadline Oct. 5. Karim Industries, 29 Arambagh, Dacca 2.★

☆ Flat steel reed wire of 2m/m and 3m/m in various sizes; bright polished round edge strap for reed ends; half round bulk strip: spring steel strip; high carbon steel double twinned wire for wire heald, cut to size for healds; high carbon steel wire for heald 32G. Loan 7.; U.S. source. S/A No. RM 033039. Credit amount, $25,200. Bid deadline Oct. 3. R. J. Qamer & Co. (Industries), Ltd., Habib Square, Opposite Memon Masjid, Bender Rd., Karachi. Cable: DORIC, Karachi. ★

☆ M. S. plates, 1/8 in., 5/32 in., 3/16 in., 7.32 in., ¼ in., 5/16 in., ⅜ in., suitable for rolling and welding of pipes. Loan 7; U.S. source. S/A No. RM 039545. Credit amount, $11,550. Bid deadline Oct. 2. Orient Technical Works, 35 Ferozpur Rd., Lahore. Cable: PAKTECH, Lahore.

☆ C.R.C.A. sheets mild steel, drawing quality, bright finish, pickled and oiled, 8 by 4 ft., 14 G, 5 tons; 8 by 3 ft., 14 G, 5 tons; 8x3 ft., 16 G, 6 tons; 8x3 ft., 18 G, 10 tons; 8 by 3 ft., 20 and 24 G, 2 tons each. Loan 7; U.S. source. S/A No. RM 039541. Credit amount, $5,754. Bid dead-

line Sept. 30. P.C.T. Industries (Regd.), Nila Gumbad, Lahore 2.

☆ M.S. blooms and slabs to SAE 1020/1045, forging quality, size of blooms, 10 in. sq., 14 in. sq. and 16 in. sq., size of slabs, 14 by 7 in., 16 by 8 in., 20 by 10 in., 24 by 12 in. Loan 7; U.S. source. S/A No. RM 039547. Credit amount, $12,327. Bid deadline Sept. 29. Mohammad Siddique & Brothers, Badami Bagh, Lahore. Cable: CRANKSHAFT.

☆ Nail wire to produce wire nails, gauges 10, 12, 13 and 14. C & F Chittagong per long ton. Loan 7; U.S. source. S/A No. RM 038123. Credit amount, $31,500. Bid deadline Oct. 9. Taj Wirenail Factory, 163 Mitford Rd., Opposite Imamgunj, Dacca 1. Cable: NEWERA, Dacca.

☆ Electrolytic tinplate, prime quality, 0.05 coating, base weight 107 lbs., 30 gauge, sizes 20 in. by 30 in. by 30-G, 18-¾ in. by 28 in. by 30-G. Loan 7; U.S. source. S/A No. RM 039527. Credit amount, $42,000. Bid deadline Oct. 4. Punjab Vegetable Ghee and General Mills, Ltd., P.O. Box 82, 23 The Mall, Lahore. Cable: RAHAT, Lahore.

☆ Cold, rolled close annealed mild steel sheets, pickled and oiled, size 8 by 3 ft., B. G. No. 12, 14, 16, 18 and 24 in., in equal quantity. Loan 7; U.S. source. S/A No. RM 039644. Credit amount, $5,250. Bid deadline Oct. 7. Ikhlaq Cycle Co. (Regd.), Nila Gumbad, Lahore 2.

☆ Stainless steel sheets, non-magnetic 18/8 AISI, Type 304, 2B or 2D finish, size 8 by 3 ft., 22 G; electric resistance welded steel tube, semi-bright quality at ends in 20 ft. length; size 1½ in. outside diameter, 16 G, 1 in., ½ in., 18 G; m.s. sheets C.R.C.A., 8 by 3 ft., 18, 20, 22 and 24 G; G.I. plain sheets, 8 by 3 ft., 22, 24, 26 and 28 G. Approximately equal quantities of each size. Loan 7; U.S. source. S/A No. RM 039549. Credit amount, $14,700. Bid deadline Oct. 6. Taqi Butt & Co., 266 Ferozepur Rd., P.O. Regional Laboratories, G.P.O. Box 62, Lahore 16. Cable: SURGICAL, Lahore.

☆ Mild steel billets, sizes 2 in. and 2½ in. square, SAE-1025, conforming to Specification BSS-15, lengths 18 ft. and above, with 10% shorts. Works test certificate and heat mark stamped. Loan 7; U.S. source. S/A No. RM 033165. Credit amount, $107,593. Bid deadline Sept. 30. Standard Rolling Mills, Dunolly Rd., Karachi. Cable: KAREXICO.

☆ Stainless steel strips type AISI, 430, gauges 16, 18, 20, AISI 302 or 304, 2B or 2D finish, G. 20, 21, and 22, $2,080; stainless steel sheets, type 302 or 304, 2B or 2D finish, G. 20, 21 and 22; $1,100; stainless steel sheets, type AISI 430, G 16, 18 and 20, $210; stainless steel wire, type AISI 347, G 16 & 18, $210; stainless steel bars, Type AISI, 410 or 430, size 3/8 in., ½ in., $2,286; stainless steel bars, tvpe AISI 420, size ½ in. and 5/8 in., $624. Loan 7; U.S. source. S/A No. RM 039550. Credit amount, $6,510. Bid deadline Sept. 30. New Imperial Cutlery Co. (Regd.) Nizamabad, District Gujranwala, West.

☆ Standard quality prime mild steel billets, according to standard S.A.E. 1020 giving 28/33 tons tensile per square inch and 20% minimum elongation. Each piece of billet to be heat marked with die stamped and work's test certificate in length of 18 ft. and above, 50 bv 50 mm. sq., 830 long tons. Loan 7; U.S. source. S/A No. RM 039642. Credit amount, $88,-620. Bid deadline Oct. 6. Taj Steel Mills, Badami Bagh, Lahore. Cable: TAJCO, Peshawar.

Sweden

Carbide metal slabs. Jack Midhage AB (importing distributor, manufacturer's agent, manufacturer), 29 Surbrunnsgatan, Stockholm. WTD 8/21/62.

332 Iron and Steel Foundry Products

Jamaica

Pipes for water, steam, size ½ in. and up, any type material. Direct purchase and agency. Mastermax, Ltd. (importer, wholesaler, manufacturer's agent), 44 Barry St., Kingston.

Pakistan

☆ Pig iron. Si. 3.0/3.5%, Mn. .5/1.0%, Ph. .6/1.0%, Su. 05% max., C 3.0/4.0%. Loan 7., U.S. source. S/A No. RM 039548. Credit amount, $3,510. Bid deadline Sept. 30. Rashid Foundry & Workshop (Regd)., G. T. Rd., Shahdara, Lahore. Cable Address: RASHID FOUNDRY.

☆ Pig iron, foundry grade, first or second,, according to ASTM quality, 120 l.t., mild steel black sheets, prime quality. 8 ft. by 4 ft. by 10 BG 75 long tons. Loan 7. U.S. source. S/A No. RM 039554. Credit amount, $9,240. Bid deadline Sept. 29. Friends Engineering Works. Thakarsingh Gate, Gujranwala, West. Cable: FRIENDS ENGR., Gujranwala.

☆ Pig iron to analysis: Si. 3.0/3.5%, Mn. .5/1.0%, Ph. .6/1.0%, Su. .05% max., C-3.0/4.0. Loan 7.. U.S. source. S/A No. RM 039652. Crelit amount, $5,985. Bid deadline Oct. 2. Sh. Chiragh Din Gulzar Mohd, Radami Bagh, Lahore. Cable: CHIRAGHDIN GULZAR MOHD.

☆ Cast iron centrifugally spun pipes for water supply 18 ft. long spigot and socket end, suitable for flexible joint similar to standard Tyton joints, conforming to standard specifications for cast iron pressure pipes of A377-57 ASTM designation. Loan 7., S/A No. RM 025262. Credit amount, $420,000. Bid deadline Oct. 3. Lt. Col. Mohd. Ameer Khan, Director of Purchases. Capital Development Authority. Rawalpindi. Cable: CAPDAB. ★

335 Rolling, Drawing, Extruding of Nonferrous Metals

Germany

NE—metals; cadium anodes, zinc anodes, nickel anodes; in quantities of 15,000 kilo for each product. Dr. Hesse & Cie., Spezialfabrik fuer Galvanotechnik (manufacturer), Postfach 4020 Bielefeld. WTD 11/30/61.

Iraq

● Supply of copper conductors. Notice no. 82; bid deadline Oct. 27. Directorate General of Planning and Design, Ministry of Municipalities, Baghdad. ★ (Telephone: WO 7-2162.)

Pakistan

Super enamelled winding wire; PVC cable in 1 to 4 core of section 1.5 to 85 sq. mm.; VIR cable in single core of 1.5 to 240 sq. mm.; PVC cable double steel tape armoured cable of up to 400 sq. mm. for use underground in 3, 3½ and 4 core; paper insulated, lead covered, double steel tape armoured, jute served, underground cable of 1.1 and 11 kv, grade in section of up to 400 sq. mm. Direct purchase and agency. Acme, Ltd. (importing distributor, manufacturer's agent), 2 West Wharf Rd. Karachi. WTD 8/13/62.

336 Brass Foundry Products

India

☆ Best quality 70/30 alloy solid drawn seamless sugar brass tubes with both ends annealed, tested to 1,000 lbs. Hydraulic pressure per square inch, guaranteed against seasonal crack and manufactured from virgin metal of highest quality (admiralty metal alloy). Loan 217., U.S. source. IL=A596036/61/AU-DW/CCI/HQ/RM. Ref. 65(19)/62-AID(1). Bid deadline Oct. 10. Saharanpur Engineering Works, Court Rd., Saharanpur. ★

342 Cutlery, Hand Tools, General Hardware

Jamaica

All types of builders hardware; requests replies for manufacturer's only. Direct purchase and agency. Mastermax, Ltd. (importer, wholesaler. manufacturer's agent). 44 Barry St., Kingston.

Indonesia

Hand tools for wood and metal-working, under SIVA permit. P. T. Sugi Trading Co. (importer, exporter) 32, Tengkuruk, P.O. Box 118, Palembang. WTD 8/18/58.

Netherlands

Kitchen tools. Direct purchase and agency. H. A. van Niekerk (importer, retailer), 74 Lange Tiendeweg, Gouda. WTD 6/27/62.

Wall paperer's, upholsterer's and furniture maker's tools. C. van Leuven N. V. (importing distributor), 121 Singel, Amsterdam.

Pakistan

Tools. Direct purchase and agency. I. D. Loan & Sons, Regd. (manufacturer's agents, and commission merchants) 34 Massy Gate, P.O. Box 34, Rawalpindi. WTD 8/17/62.

Philippines

Furniture hardware for wide line of home and office furniture. Direct purchase and agency. Conpinco & Co. (manufacturer, wholesaler, retailer), 565 Dulalia Bldg., Iznart St., Iloilo City. WTD 8/10/62.

344 Fabricated Structural Metal Products

India

☆ Total of 660 gallons liquid oxygen storage tanks, complete with control cabinet; 1,200 gallons liquid oxygen storage tanks, complete with control cabinet; 3,000 SCFA vaporizer assembly, 2; liquid oxygen transfer hose assembly, 2 lengths; 15 ft. each; liquid oxygen pump, capacity 35 r.p.m. at 30 p.s.i.g; liquid oxvgen meter and vacuum pump. Loan 157; U.S. source. I L=990184/DLF.157/HQ/61/C C I /CG.III. Ref. 41(797)/62-AID-II. Bid deadline Oct. 2. The Asiatic Oxygen and Acetylene Co., Ltd., 8 Dalhousie Square East, Calcutta 1. ★

Rhodesia, Nyasaland

Steel windows and doors. Direct purchase and agency. H. J. Downs, Ltd. (manufacturer's agent, wholesale distributor). P.O. Box 346, Blantyre, Nyasaland. WTD 8/7/62.

346 Metal Stampings

Jamaica

Letter opener blades, nail files, bottle and beer can openers suitable for fitting into plastic handles; replies requested from manufacturers only. Marine & Plastics Ltd. (manufacturer), 7 Dayton Ave., Kingston 10. WTD 10/24/60.

347 Coating, Engraving, Allied Services

Indonesia

Zinc and nickel plated sheets and wire; under SIVA permit. P. T. Sugi Trading Co. (importer, exporter), 32 Tengkuruk, P.O. Box 118, Palembang. WTD 8/18/58.

351 Engines, Turbines

Pakistan

Stationary petrol and kerosene engines up to 10 hp. Direct purchase and agency. Acme, Ltd. (importing distributor, manu-

facturer's agent), 2 West Wharf Rd., Karachi. WTD 8/13/62.

Sweden

Outboard marine diesel engines, 3 to 15 hp. Inboard marine diesel engines, 10 to 50 hp. AB Motorkraft (importing distributor, manufacturer's agent), Regeringsgatan 89, Stockholm C. WTD 7/15/60.

Viet-Nam

Gasoline motors, 2 to 10 hp., with or without possibility of use with kerosene fuel. Saigon Motors (importer, distributor, agent) 173 boulevard Tran Hung Dao, Saigon. WTD 5/23/62.

352 Farm Machinery, Equipment

Germany

Hand and power operated garden implements, such as lawn mowers, garden sprayers and sprinklers; requests replies in German. Direct purchase and agency. Westdeutsche Samenhandlung Gebr. Kallfelz (importing distributor, exporter, wholesaler, retailer), 11-15 Kleinmarschierstrasse, Aachen. WTD 7/3/62.

Netherlands

Lawn sprinkling and irrigating equipment; lawn mowers, trimmers, garden tools; garden ornaments. Direct purchase and agency. W. B. de Zeeuw (importing distributor), P.O. Box 5037, IJsselmonde.

Sweden

Garden tractors, combined to be used as cultivator, lawn mower, and snow remover. AB Motorkraft (importing distributor, manufacturer's agent), Regeringsgatan 89, Stockholm C. WTD 7/15/60.

353 Construction, Mining, Materials Handling Machinery, Equipment

Australia

Earth moving equipment. Chandlers (Australia), Ltd. (retailers) Cnr. Albert and Charlotte Streets, Brisbane, Queensland. WTD 4/6/61.

Canada

Small construction equipment for logging and mining industries. Vanwest Sales, Ltd. (importing distributor), 785 West 54th Ave., Vancouver 14, B.C. WTD 9/5/62.

India

☆ Diesel-powered crawler-mounted heavy-duty crane for Umiam Hydel Project. Loan 141. U.S. source. Ref. BP.XI/62/FE/48/9401. Bid deadline Oct. 15. Office of the Chief Engineer (Civil), Assam State Electricity Board, Shillong, Assam. Quotations should be sent directly by air mail, c.i.f. Indian Port. ★

☆ Diesel driven crawler tractor of 200 hp., preferably torque converter drive, 7 roller track frame with front mounted single drum cable control unit and angle dozer attachment. Quotations to be on f.a.s as well as c. and f. basis. Loan 157; U.S. source. IL#991079/DLF-157/61. Ref., 41(505)/61-AID-II. Bid deadline Oct. 14. The Sutna Stone & Lime Co., Ltd., 6 Middle Rd., Hastings, Calcutta 22. Cable: BULDOGLIME.

Israel

☆ Sanford-Day, or equal, transloaders, pneumatic tires, four-wheels, self-loading and self-dumping, transport 5.5 cubic yard capacity, maximum lift 22,000 lbs., diesel engine power torque converter, 2. Loan 28. U.S. source. Sub-Authorization 791/1/286. Bid deadline Sept. 28. Government of Israel Supply Mission, 850 Third Ave., New York 22, N.Y., Attention: N. Nisen. Tenders should refer to S/A number and be prepared on basis of f.a.s. U.S. port of exit. Delivery desired by end of November, and show both trade and cash discounts. Suppliers may devise own forms for submitting tender to buyer, in duplicate.

Netherlands

Special truck equipment for transporting, loading, unloading of building stones and bricks. Geesink, N.V. (manufacturer of fire fighting equipment and garbage disposal trucks), 114 Nieuwstad, Weesp.

Material handling equipment; firm requests literature and c.i.f. Rotterdam quotations. EGMO (importing distributor), 17 Olieslagweg, Enschede.

Material handling equipment; company desires to receive literature and price lists. N. V. Intern Transport Gebr. Langerak (importing distributor), 194 Oudegracht, Utrecht. WTD 8/9/62.

Pakistan

Concrete mixers of 7 and 10 cu. ft. and other contractors' equipment; mining equipment such as pneumatic picks, pneumatic hammers, duct and ventilating fans, double sided tipping mine tubs, tipplers, coat cutting machine, rock cutting machine, conveyors. Direct purchase and agency. Acme, Ltd. (importing distributor, manufacturer's agent), 2 West Wharf Rd., Karachi. WTD 8/13/62.

United Arab Republic

☆ Trenching machine; side boom tractor; electrical cranes mounted on trucks, 2; hydraulic crane for pipes upon clad bed tractor; international truck tractors and trailer tandem units, 2; diesel driven welding, 10; 20 tons table weighing M/CS, 2; portable cranes on wheels, 5, having both height and width adjustment; break pressure valves and non-return valves, gas tube, horizontal type, 3 floating roofsfittings and seals for 3 gasoline tanks; complete substation; outdoor type, oil emersed; motorcycle, "Harley", or equal, 6; electronic indicating and recording tank gauges, 28; workshop for diesel engines maintenance; complete engines for pick-ups, 5. Loan 27; U.S. source. Bid deadline Oct. 1. Pipeline Administration, Mostorod, Helliopoliece West, U.A.R., where all documents are to be sent directly. ★

☆ Eco tireflators; globe hoists and spare parts; Aro lubricating rigs; electric and gasoline air compressors and spare parts; tanks for L.P.G. and spare parts; steam boilers and spare parts; d.c. motors, vehicles and spare parts; drilling unit and spare parts; fancy tallow. Aid Loan 27; U.S. source. Bid deadline Dec. 31. Société Cooperative des Petroles, 94 Kasr El-Eini St., Cairo, U.A.R. Cable: COPETROLE, where all documents and quotations must be sent directly.

● Variety of material required for UM Gheig Mine including wagon drill, mining and transport equipment, compressors, workshop equipment, filling station, motor car tools, blacksmith tools, telecommunications, pumps, and miscellaneous equipment. Bid deadline Oct. 29. The General Organization for Executing the 5-Year Industrial Plan, 6 Khalil Agha St., Garden City, Cairo. ★ (Telephone: WO 7-5566.)

354 Metalworking Machinery, Equipment

England

Drill bits and drill attachments: tungsten carbide tipped drills for use on stone, concrete and brickwork with rotary percussion tools. Ucan Centres, Ltd. (importing distributors), Ucan House, Portsmouth Rd., Esher, Surrey. WTD 8/21/62.

Electric hand-tools and equipment for home work shops of "do-it-yourself" handy man. Ucan Development, Ltd. (importer), Ucan House, Portsmouth Rd., Esher, Surrey. WTD 8/2/62.

India

☆ Garage tools and equipment for servicing of Chrysler group vehicles: electrical short finder, alternator pulley puller, adaptors, set of 4; alternator shaft bearings, alternator housing and bearing installing tool, thermal instruments tester, alternator belt adjusting tool, end shield driver and support, diode installing driver and support, diode removing support cross-shaft seal remover and installer, worm shaft seal protector and driver, rear spring front bushing remover and installer; auto pilot linkage adjusting gauge, upper column jacket bearing puller, upper column jacket bearing installer; adjustable wrench for instrument panel bezel nuts; steering gear arm remover, adaptor to be used with torque wrench, worm shaft torque checking spline nut; steering gear holding fixture, cross shaft needle bearing remover and installing arbor. Loan 157; IL#995514/DLF 157/60/HQ-CG. Ref. 41(186)/61-AID-II. Bid deadline Oct. 10. The Premier Automobile, Ltd., Agra Rd., Kurla North, Bombay 70.

Indonesia

Soldering and welding equipment; under SIVA permit. P. T. Sugi Trading Co. (importer, exporter), 32, Tengkuruk, P.O. Box 118, Palembang. WTD 8/18/58.

Netherlands

Frame and body straighteners for automotive industry. AMBI, N.V. (importing distributor), 12 Mauritskade, Amsterdam. WTD 6/1/61.

Pakistan

Work shop tools and equipment such as center lathes, capstan and turret lathes, milling machines, radial drilling machines, and planing machines; portable electrical tools such as drills, blowers, grinders, sanders, flexible sharp grinders, and repercussion drills; foundry equipment such as mounding machines, cupolas, blowers, sand plant, core sand mixers, core ovens, and tilting ladles. Direct purchase and agency. Acme, Ltd. (importing distributor, manufacturer's agent), 2 West Wharf Rd., Karachi. WTD 8/13/62.

Workshop equipment. Direct purchase and agency. I. D. Loan & Sons, Regd. (manufacturer's agents, commission merchants) 34 Massy Gate, P.O. Box 34, Rawalpindi. WTD 8/17/62.

Philippines

Used molds for manufacture of plastic articles. Direct purchase and agency. Trans World Trading Co. (importing distributor and manufacturer's agent), 453 Plaza del Conde, Binondo, Manila. WTD 8/10/62.

Sweden

Machine tools. John Wilhelson Maskinfirma AB (importing distributor, manufacturer's agent), P.O. Box 2141 or 11 Lilla Nygatan, Stockholm 2. WTD 8/21/62.

Machine tools for engineering workshops. Direct purchase and agency. AB P. Landgren (importing distributor, manufacturer's agent), 14 Luntmakargatan, Stockholm. WTD 8/21/62.

355 Special Industry Machinery

Ceylon

Machinery for manufacture of narrow lace edgings. Sri Lanka Associated Enterprises (manufacturer), 67 Belmont St., Colombo 12. WTD 4/19/62.

Guinea

Coffee roasting machinery, automatic grinding, packing (bags and metal cans) and weighing machine to process 20-30 bags of 250 grams per minute; 1 roaster

1 to 2 tons capacity per day; requests replies in French. Torrefaction Guineenne (coffee roaster, packer and distributor), Locataire-Gerant, Moukarim Souhail, B.P. no. 158, Conakry.

United Arab Republic

Paper printing and paper converting machinery; requests illustrated catalogs, details and price quotations, in English. Moustafa Effat, Chairman and Managing Director of Rotaprint, (manufacturer), 42 rue Gare de Souk, Hagar El Nawatieh, Alexandria, U.A.R. WTD 8/30/62.

India

★ "Berco," or equal, crankshaft grinding machine, with accessories and spare parts, Model RT 350. To be delivered at Ghaziabad (UP). Ref. NSIC/HP/2D-2216/62.

☆ Fully automatic injection molding machine with multi-pack and injection pressure reducing device. Delivered at Baroda. NSIC/HP/2B-2855/62.

☆ Bridge sawing machine, suitable to saw slabs up to mt. 3,50 el. motors of hp. 25 2,5; 1,5, complete with standard accessories. Delivered at Bombay. NSIC/HP/2B-2883/62.

☆ Injection molding machine, Type SH 3 Auto, complete in all respects. Delivered at Bombay. NSIC/HP/2B-2853/62.

☆ Rutherford, or equal, metal decorating press maximum sheet 36 in. by 26 in., complete with standard equipment with bell automatic feeder and including electrical driving equipment, suitable for 440 by 3 by 50 cycles a.c., excluding drying oven. Delivered at Kathras Killah. NSIC/HP/2D-2210/62.

☆ A. M. C. crankshaft grinding machine, Model K-1500, with all standard equipment, suitable for 380/440 volts, 3-phase, 50 cycles, a.c. supply and extras. Delivered at Dehradun. NSIC/HP/2D-2219/62.

Above 6 tenders for Loan 144; worldwide. Bid deadline Oct 21. The National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

Extrusion press, automatic cutting machine and core filling machine for arc lamp carbon shells and dry battery carbon rods having diameter of 6 mm. to 8 mm., at rate of 1,350 running feet per hour; core filling machine to inject chemicals hourly in core of 1,250 carbon shells in following sizes: 500, outer diameter 7 mm., inner core 3½ mm., length 355 mm.; 125 outer diameter 8 mm., inner core 4 mm., length 355 mm.; 500, outer diameter 6 mm., inner core 1½ mm., length 230 mm.; 125, outer diameter 7 mm., inner core 2 mm., length 230 mm. India Carbon Co. (manufacturer), 288, Narshi Natha St., Bombay 9. WTD 8/24/62.

☆ Complete plant for manufacture of curved toughened safety glass, suitable for windscreen and backlight of various automobiles, such as Morris, Fiat 1100, Standard Herald, Dodge Car 1960 Model. Requisite number of forms of each model of windscreen and backlight will also be required. Capacity 500 pieces of curved glass per day of 24 hours. Loan 157; U.S. source. IL#990036/DLF. 157/HQ/61/CCI/CG.III. Ref. 4(130)/62-AID-II. Bid deadline Oct. 15. The Hindustan Safety Glass Works (Pvt.), Ltd., 7 Chittaranian Ave., Calcutta 13. Cable: DEVGLASS, Calcutta.

☆ Tubing and rod machine, Type E.22.R, complete with accessories. Delivered at Tundla Jn. (N.Rly.) Ref. NSIC/HP/2D-2223/62. Plastic extruder 60 mm. EA-90, complete in all respects. Delivered at Delhi or New Delhi. NSIC/HP/2D-2239/62. Loan 144; worldwide. Bid deadline Oct. 22. The National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

☆ Coiling and measuring equipment combination F. C. (with spark testing equipment). Loan 157; IL#990057/DLF-157/61. Ref. 41(781)/61-AID-II. Bid deadline Oct. 17. Also 24 in. by 24 in. four-rod type hydraulic presses with 18 in. ram, 16 stroke, 2,000 pounds operating pressure (250 tons), 6; presses to be set up with six 4 in. openings, using 24 in. by 24 in. by 2 in. steel steam platens. Press will include ¾ in. bronze swing joints connected in parallel, with steam traps. Loan 157; U.S. source. IL#990099/DLF-157/HQ/61. Ref. No. 4(43)/62-AID-II. Bid deadline Oct. 3. Shree Products, Ltd., c/o Swastik Rubber Products, Ltd., Kirkee, Poona 3.

☆ Air-powered automation equipment: rotary tables, lubri-air control units, transformers, drill units, hydro-checks, tap units, chucks, electroaire valves and accessories, air motors, pulsa packs, air control units, drill press feed units, high and low pressure valves, cylinders. power packs, arbor pressing units and other ancillaries for automation of auxiliary movements pertaining to work on machines, including equipment designed to automatically spin articles to requisite shapes on spinning lathes and to bore shanks of rivets. Loan 157; U.S. source. IL#AU/GL/MTC/74/DLF/361. Ref. 1(32)/62-AID-II. Bid deadline Oct. 19. Lallubhai Amichand Pvt., Ltd., 225/27 Tardeo Rd., Bombay 7. Cable: CYCLEBRAND, Bombay.

☆ Crankshaft grinding machine, Model 200/340, complete with standard equipment and additional equipment. Delivered at Salem Market. NSIC/HP/2M-3413/62. Single spindle sliding head automatic type R-10 with accessories; single spindle sliding head automatic type M-7 with accessories. Delivered at Salt Cotaurs, Madras. Crankshaft grinder type 'HMC', complete with standard equipment, including necessary electric motors and suitable for operation on 400/3/50 cycles. Delivered at Aligarh Jn. NSIC/HP/2D-2242/62. Loan 144; worldwide. Bid deadline Oct. 29. The National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

☆ Straight sided single crank, single action press, having speed of 30 strokes per minute, 250 tons capacity, continuous and fitted, with air operated fly wheel brake, single disc pneumatic friction clutch and brake unit mounted on drive shaft, combination clutch and motor control, counterbalance by air, complete with tanks and fittings. Loan 157; U.S. source. IL#990159/DLF-157/61. Ref. 41(787)/62-AID.II. Bid deadline Oct. 6. Braithwaite & Co. (India), Ltd., Hide Rd., Calcutta 43.

☆ Low frequency center tilt electric induction melting furnace 120 kw. manual hand wheel, including furnace body transformer, blower assembly, lining, control unit, tilting equipment, jigs and forms; 120 kw. phase balancing unit for converting single phase to 3-phase line supply of 50 cycles; complete sets of lining material, set spare blower assembly, bearings for blower; set primary coil and furnace transformer. Loan 157; U.S. source. IL#990165/DLF.157/61/HQ/CG.1. Ref. 41(723)/61-AID-II. Bid deadline Oct. 18. Alembic Glass Industries, Ltd., Chemical Industries, Baroda 3.

☆ Seed cleaning machinery; delinting machinery; auxiliary delinting equipment; lint flue collecting systems; baling press; hulling and separating machinery. Loan 157; U.S. source. IL#98958/DLF/57/61/HQ. C GI Ref. 42(38)/61-AID.II. Bid deadline Oct. 10. Dharwar District Co-operative Oil Seeds Processing Society, Ltd., Gadag P.O., Dharwar District. Cable: INDUSTRY Gadag.★

☆ Jacketed, agitated, vertical glass lined cylindrical reaction kettle with bottom discharge, complete with 2 glass lined refluxing condensers; glass lined reaction kettle, complete with condensers with working capacity 750 gals. and heating area approximately 115 sq. ft.; pumps, screw type, 4, all parts including rotor in contact with liquid being pumped, constructed in bronze. Stator to be of natural or synthetic rubber or plastic; glass lined valves, 4, size 4 in. with rubber diaphragm, size 2 in. with rubber diaphragm, 12. Loan 157; IL#990179/DLF/HQ/61/CCI/CG.III. Ref. 4(123)/62-AID-II. Bid deadline Oct. 8. Anil Starch Products, Ltd., Anil Rd., Ahmedabad 2.★

☆ Vapor purge type positive rotary piston single stage high vacuum pump; DB ultraviolet spectro-photometer, 115 volts, 10 volts, 50/60 cycles, complete. Loan 157; U.S. source. IL#990836/DLF/157/61/HQ/CG. Ref. 41(608)/61-AID-II. Bid deadline Oct. 8. Associated Rubber & Chemical Industries, 38 Vijayanagar Colony, Sadashiv Peth, Tilak Rd., Poona 2.★

☆ Horizontal precision surface grinder, table working size 6 in. by 18 in., with hydraulic longitudinal feed and hade cross feed; super precision antifriction bearing spindle unit with direct drive from 3-phase, 400-volt, 1.5 hp., 3450 r.p.m., 1.5 hp. motor with class 'B' insulation. Machine to be fitted with metric screws and dials; grinding wheel size 7 in. by ½ in. by 1¼ in.; wheel sleeve 1 in. size, exhaust attachment for electric motor, permanent magnet chuck rectangular size 6 in. by 18 in., permanent magnet chuck parallels size ⅞ in. by 1⅞ in. by 3-5/16 in. Loan 157. U.S. source. IL#AU/GL/72/DLF/361. Ref. (31)/62-AID-II. Bid deadline Oct. 5. Rescon Manufacturing Co. Pvt., Ltd., 43/1 Karve Rd., Poona 4.

☆ Hydraulic pressure controlled vertical ball lapping machine, 24 in., having capacity to lapp balls from ⅛ in. to ⅜ in. dia., with variable speed, electric motor, plus spare tool set-ups for different sizes of balls. Loan 157; U.S. source. IL#AU/GL/MTC/59/DLFI361. Ref. 2(16)/62-AID-II. Bid deadline Oct. 1. New Haven Steel Ball Corp. Pvt., Ltd., Pandyan House, 309 Frere Rd., Bombay 1, Cable: GUILDASTA.

☆ No. 5 ton capacity hydraulic forcing press with standard hydraulic circuit, complete with motor and starter, stroke 12 in., ram diameter 2½ in.; complete hydraulic riveting equipment comprising hy-power hydraulic generator, 3 hp. motor 400/440 volts, 25-ton hy-power hydraulic riveter and necessary balancer; complete hydraulic riveting equipment, comprising hypower hydraulic generator, suitable motor for 400/440 volts, 17½ ton hy-power hydraulic riveters. Loan 217; U.S. source. IL#EI/GL/MTC/185/362. Ref. 63(189)/62-AID(1). Bid deadline Oct. 6. Industrial & Agricultural Engineering Co. (Bombay), Pvt., Ltd., 43 Forbes St., Fort, Bombay 1.★

☆ Dual micromatic, roller idler rebuilder, complete. Loan 217; U.S. source. IL#EI/GL/MTC/145/DLF/362. Ref. 63(143)/62-AID(1). Bid deadline Oct. 10. J. B. Advanti-Oerlikon Electrodes Pvt., Ltd., Radio House, 4th floor, 6 Rampart Row, Bombay 1.★

☆ Crankshaft grinder, lathe attachment; hydraulic press manually operated. 50 capacity, with all necessary accessories; align boring machine, complete with all accessories, valve refacer with butt grinding attachment; valve seat kit, complete with stones and pilots. Loan 217; U.S. source. IL#EI/MTC/98/DLF/362. Bid deadline Oct. 1. Associated Trades "Tool House," 7/3 Patullos Rd., Mount Rd., Madras 2.

Iraq

● Bakeries, 2 semi-automatic mechanical plants with capacity of 5,000 kilos loaf bread within each 24 hours. Tender MISC/60/61. Bid deadline Oct. 10. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: WOrth 7-5592.)

● Copying lathes, 2, fully automatic, able to manufacture wooden dowels, and to bore hole of 1-20 mm. diameter and at least 160 mm. long. Tender FC101/26. Bid deadline Sept. 30. Ministry of Communications, Baghdad.★ (Telephone: WOrth 7-5592.)

Ireland

Machinery for manufacture of instant flake or instant powdered potatoes; par-

ticularly interested in small capacity unit. Donegal Seed & Grain Co. (manufacturer of kelp meal, seaweed meal, Carrageen powder), Bundohan Co., Donegal. WTD 8/23/62.

Israel

☆ Model No. 16 Vincent, or equal, dewatering press with stainless steel spindle and perforated metal screens, cushioned cone, pressure gauge, line oiler, strainer; 4-way valve, with 15 hp. electric motor, speed reducer and drive, all mounted on permanent steel channel iron base. Loan 28; U.S. source. Sub-Authorization 791/1/296. Bid deadline Oct. 5. Delivery desired by November.

☆ Robins, or equal, conveyor belt maltese cross, grade 1 tensile strength of the rubber 3,500-4,000 lbs., rubber friction 24 lbs., 36 in. width, 5-ply RN75, cover ¼ in. bottom ⅛ in. with standard weave breaker, reel 145 mtr. 477 ft., reel 148 mtr. 488 ft.; 24 in. width 5-ply RN65 cover ¼ in. bottom, ⅛ in. with standard leno weave breaker, reel 165 mtr., 343 ft. Loan 183; U.S. source. Sub-Authorization 183/32. Bid deadline Oct. 8. Delivery desired by Dec. 10.

Government of Israel Supply Mission (for both tenders), 850 Third Ave., New York 22, N.Y. Attention: N. Nisen. Tenders should refer to sub-authorization 183/32, and be prepared on basis of f.a.s. U.S. port of exit. Prices should be itemized and show both trade and cash discounts. Suppliers may devise own forms for submitting tender, in duplicate.

Italy

Assembly lines for filling, closing and labeling wine and liquor bottles; filters; capacity about 4,000 bottles an hour; illustrative description of machinery desired. Distillerie Stock S.p.A. (manufacturer and exporter of brandy, vermouth and liquors) Via Montorsino 2, Trieste. WTD 7/17/62.

Pakistan

☆ Electronic densitometer for transmission and reflection, cellulose towels, transparency illuminator, transparency frames for illuminator, hand pallet trucks, capacity 2,500 lb.; negative retouching ink, ink knives, pallette knife, sponges, viscose, darkroom lamps, timer, ruler, astrolon, film adhesive; various accessories required for packaging plant for manufacturing boxes, cartons, packages and multi-colour printing. Loan 100; worldwide. Credit amount, $5,145. Bid deadline Sept. 27. Adil Packaging Industries, Ltd., Baitul Hamd, 140 Bunder Rd., Karachi. Cable: ADIBRO, Karachi. Copies of specifications may be obtained from Bank of America, Far Eastern Division, 37-41 Broad St., New York 15, N.Y.

☆ Well point equipment with diesel-driven pump and petrol-driven jetting pump with accessories and auxiliaries, 2 sets; spares for every unit in sets sufficient for normal working of equipment for 2 years, 2 sets. Loan 6; worldwide. VA-2/ICA/66037/DLF/62. Bid deadline extended to Oct. 15. Director General of Supply & Development, Frere Rd., Karachi. Previously published in International Commerce, Aug. 13, with bid deadline of Sept. 3.★

Pakistan

Textile accessories such as shuttles, bobbins, picking sticks, reeds, wire healds, pickers, buffers. Direct purchase and agency. Acme, Ltd. (importing distributor, manufacturer's agent), 2 West Wharf Rd., Karachi. WTD 8/13/62.

Printing machinery. Direct purchase and agency. Ferozsons, Ltd. (manufacturer, importing distributor, commission merchant) 60 The Mall, Lahore. WTD 8/17/62.

Tire retreading machinery. Direct purchase and agency. I.D. Loan & Sons, Regd. (manufacturer's agents commission merchants) 34 Massy Gate, P.O. Box 34, Rawalpindi. WTD 8/17/62.

Rhodesia, Nyasaland

Automatic machines to form and fill pouches from rolls of polythene and plastic, or any other flexible material; pouches to be filled with soft drinks. Coldrac Products (manufacturers of non-carbonated soft drinks in small polythene pouches), P.O. Box 1723, Salisbury, Southern Rhodesia. WTD 8/21/62.

South Africa

Small food packaging machinery and devices. Domestic & Foreign Trade (Pty.), Ltd. (importer, wholesaler, distributor, agent), 102 Mooi St., Johannesburg. WTD 8/23/62.

Taiwan

☆ Calendar roll machine; 3-phase shunt commutator motor; chilled roll; bias cutter. Loan 113; worldwide. Credit amount, $57,000. Bid deadline Sept. 27. China Development Corp., on behalf of Yi Tang Rubber Works, Ltd., Cable: CHIDELCO, Taipei.★

☆ Transfer gear pump for vixcose; pressure recorder for filter press; level controller for deaerator; vacuum controller for deaerator; centrifugal pump for soft water, 2500 L/min. steel pump; baling press for staple fiber, 700 ton hr. vertical centrifugal pump; cone winder, 150 ton packaged water chiller, 750 kv.-a. transformer; stainless steel sheets, pipes and bars, lead sheets and pipes. Loan 113; worldwide. Credit amount, $95,000. Bid deadline Oct. 6. China Development Corp., on behalf of China Artificial Fiber Corp. Cable: CHIDELCO, Taipei.★

Turkey

☆ Machinery required to establish modern factory in Istanbul for manufacturing medical elastic adhesive tapes, plasters, surgical bandages, first aid dressings and various industrial tapes. Capacity of plant will be 600 m^2 tapes for 8 hours work: mixer, capacity 110-150 liters, 14 hp. motor with 37.5/21 r.p.m. pallettes, designed especially for tape glues; laboratory mixer; paste spreading machine on cloth; machines for drying and winding of tapes; cutting and packing machine for tapes; tape cutting machine, for large and small reels; granulator for plastic materials; printing machine; plastic dye casting machines; 4 sets dies for reels and casings; laboratory equipment; fire extinguishers for petroleum vapors. Loan 11; worldwide. Credit amount, $69,500. Bid deadline Oct. 15. Mithat Ozarar, Nisantas, Tesvikiye Cad, Bostan sokak, No. 5/2, Istanbul, where interested suppliers should apply for further information.

☆ Machinery required to establish in Istanbul plant for manufacture of low pressure hard PVC or polyethylene pipes of 50-150 mm. diameter: extruder; finishing equipment; socket molder; socket molding fittings, 5 sets. Loan 11; worldwide. Credit amount, $23,500. Bid deadline Oct. 15. Vecdi Arduman, Site Sarayi Kat 2/102, Sisli, Istanbul, where additional information is available.

☆ Machinery to milling section of existing flour mill to increase plant capacity from 30 tons to 50 tons of soft wheat in 24 hours: roller mills; plansifter; detachers; volume measurers, multiple semolina purifier, bran finisher, helicoidal distributor; fan; suction air filter; pocket air seals, pneumatic conveying system. Loan 11: worldwide. Credit amount, $41,-300. Bid deadline Oct. 1. Nejad Ongan, Yali Han Civari 13/B, Trabzon, for further information.

☆ Ice dies, water tank and ice melting apparatus, to be added to cold storage plant to be installed in Ankara. Loan 11; worldwide. Credit amount, $11,900. Bid deadline Oct. 1. Mustafa ve Ahmet Turan Kardesler, for additional information.

☆ Machinery required to add complete plastic sheet manufacturing installation to existing household units manufacturing plant: 3½ in. extruder with 40 hp. motor, dryer for hooper, glazer 50 in. wide, sheeting die 48 in. up to 5 mm. thickness; cutting mill for scrap sheeting with 5 hp. motor; hooper loader; extra heat instruments; 3-roll polishing stand, rolls 54 in. wide; 8 in. diameter; draw roll stand, 48 in. wide; gravity conveyor, 48 in. wide; sheet cutting unit; laminating let-off; edge trimming unit (medium duty); stacking unit; truck spare parts, 1 lot. Loan 11; worldwide. Credit amount, $83,850. Bids invited until Oct. 1. Arcelik A. S., Sutluce, Karaagac Caddesi No. 2-4, Halicioglu, Istanbul, where further information is available.

356 General Industrial Machinery, Equipment

Germany

Small hand nailing machine operating on spring pressure used for insertion of tacks; for use in orthopedic shops for nailing wood and leather prostheses. Direct purchase and agency. Oltrogge & Co. (wholesaler, importing distributor) 16 Herforderstrasse, Postfach 6320, Bielefeld. WTD 11/16/61.

India

☆ Cylindrical roller bearings, high precision; single thrust bearings; Timken Taper Roller bearings. Loan 157; U.S. source. IL#AU/GL/MTC/58/DLF/361. Ref. No. 1(15)/62-AID-II. Bid deadline Oct. 8. Mysore Kirloskar, Ltd., Harihar-Harpanahalli Rd., Yantrapur P.O., Harihar (Mysore State). Cable: MYTOOLS.★

Pakistan

Domestic pumping sets in monobloc construction coupled to suitable size electric motors for operation on 230-volt single-phase 50 cycles; single stage centrifugal pump of 1 in. by 1 in. up to 12 in. by 12 in. for industrial and agricultural use with couplings but without base plate and motor; domestic piston pumps with and without motors; electric motor driven compressor unit capable of delivering 5 to 20 cu. ft. per minute at pressure of 150/200 lbs. per sq. in. complete with air receiver, pressure gauge, protection switch, safety valve; diesel engine driven air compressor unit mounted on trolleys capable of delivering 120 to 150 cu. ft. of free air per minute at a pressure of 100 lbs. per sq. in. Direct purchase and agency. Acme, Ltd. (importing distributor, manufacturer's agent), 2 West Wharf Rd., Karachi. WTD 8/13/62.

Bearings. Direct purchase and agency. I.D. Loan & Sons, Regd. (manufacturer's agents and commission merchants), 34 Massy Gate, P.O. Box 34, Rawalpindi. WTD 8/17/62.

Sweden

Ball bearings; special bearings for rollers and wheels for wheel convevors. AB Maskin Tellus (importing distributor, manufacturer's agent, manufacturer), Vallentuna. WTD 8/23/62.

357 Office, Computing, Accounting Machines

Thailand

Typewriter; portable and standard types; English alphabet machines, and Thai alphabet machines; 50 to 100 sets each shipment; office machines; electric adding and calculating machines; for 110 v. & 220 v. electric current; 50 to 100 sets

each shipment. Direct purchase and agency. Srinakorn Typewriter & Service (importing distributor), 356/5-6 Siphya Rd., Bangkok. WTD 8/21/62.

358 Service Industry Machines

France

Water processing equipment for sterilization and softening of water. Direct purchase and agency. Société Industrielle Pour Le Traitement Des Eaux—S.I.T.E. (importer and manufacturer of water processing equipment), 22 rue Notre-Dame-de-Lorette, Paris 9e. WTD 8/14/62.

Netherlands

Industrial, commercial and institutional vacuum cleaners, dust blowers, scrubbers, portable and mobile; floor polishing and floor waxing equipment. N.V. Fijnwerk (importing distributor, manufacturer's agent, manufacturer), 129-135 Industrieweg, Rotterdam -8. WTD 2/20/62.

Norway

Dry cleaning machines, coin operated. Siraco A/S (importing distributor, wholesaler), 5 Youngstorvet, Olso. WTD 8/23/62.

Philippines

Air conditioners, 220-volt, 60-cycle, a.c., single-phase. Direct purchase and agency. Conpinco & Co. (manufacturer, wholesaler, retailer), 565 Dulalia Bldg., Iznart St., Iloilo City. WTD 8/10/62.

360 Electrical Machinery, Equipment, Supplies

Pakistan

Electric motors, 1,400 and 2,800 r.p.m., ¼ to 2 hp., 230 volts, single-phase, 50 cycles; 2, ¾ and 1 hp. loom motors in 1,000 and 750 r.p.m. in totally enclosed surface cooled construction having starting torque of approx. 300%; 1 to 50 hp. squirrel cage induction motors in drip proof construction in 3,000, 1,500 and 1,000 r.p.m. suitable for 400/440 volts, 3-phase, 50 cycles; air and oil circuit breakers of 600, 800 and 1,000 amps., in metal case with necessary protection suitable for 400 volts, 3-phase, 50-cycle; self-regulating alternators of 1 to 10 kv.-a. 230 volts, single-phase, 50 cycles, when run at speed of 1,500 and 3,000 r.p.m.; self-regulating alternators of 2.5 to 10 kv.-a. 230 volts 3-phase 4 wires 50 cycles when run at speed of 1,500 r.p.m.; iron clad triple pole switch fuses of 10 to 300 amps. with and without neutral; direct on line magnetic starters for motors up to 10 hp.; manually operated and automatic star-delta starters for motors of 10 to 40 hp.; 2 to 8 way distribution board of 15 and 30 amps.; 500 to 3,000 watts petrol engine driven generating sets; transformers of 50 to 1,000 kv.-a., 11,000/400 volts, 3-phase, 4-wire preferably oil cooled for both indoor and outdoor use. Direct purchase and agency. Acme, Ltd. (importing distributor, manufacturer's agent), 2 West Wharf Rd., Karachi. WTD 8/13/62.

Venezuela

Electronic equipment; electronic burglar and fire alarm systems; closed circuit TV systems and equipment; industrial safety devices, electronic warning systems for fire, pressure; automatic transmitters, illegal entry warning and reporting telecontrols; radio and telecommunications equipment in general. Direct purchase and agency. Técnica Honeck, C.A. (importing distributor, manufacturer's agent, manufacturer). Hoyos Castan 115, Caracas. WTD 6/25/62.

361 Electric Transmission, Distribution Equipment

India

● Supply of 3,150 and 415 volts station switchgear and 415 volts motor control center. Tender PE-SPEC-108, bid deadline 3 p.m., Oct. 29. Supply of outdoor disconnecting switches. Tender PE-SPEC-115, bid deadline 3 p.m., Oct. 15. Documents for both available from Controller of Purchase and Stores, Damodar Valley Corp., Anderson House, Alipore, Calcutta 27, India, for $10.50★ (Telephone: WOrth 7-2175.)

☆ Supply and supervision of erection of package powerplants, complete with auxiliaries in standard ratings of 3,000 kv.-a., or 3 x 2,000 kv.-a., or 4 x 1,500 kv.-a. for Sabarigiri (Pamba) Hydro Electric Project. Loan 34; U.S. source. Tender AE.(T2)-2/62. Bid deadline Nov. 26. Office of the Chief Engineer (Electricity), Kerala State Electricity Board, P. B. 65, Trivandrum 1, Kerala State, South, where tender specifications available for sale for approximately $16 per set. Cost of tender forms payable in advance by cash or money order. Tender forms to be dispatched outside India will be charged extra.★

Iraq

● Supply of circuit breakers and fused cutouts. Tender 74. Bid deadline Oct. 13. Directorate General of Planning and Design, Ministry of Municipalities, Baghdad, Iraq.★

Thailand

☆ Pole line hardware. Loan 19; worldwide. Invitation PDC-MEA-133. Bid deadline Oct. 3. Purchase & Stores Division, Metropolitan Electricity Authority, 121 Chaoraphet Rd., Bangkok. Cable: METELEC, Bangkok. Copies of complete invitation to bid available from Financial Counselor, Embassy of Thailand, 2490 Tracy Pl., NW., Washington 8, D.C.★

362 Electrical Industrial Apparatus

Indonesia

Soldering & welding equipment. Under SIVA permit. P. T. Sugi Trading Co. (importer, exporter), 32 Tengkuruk, P.O. Box 118, Palembang. WTD 8/18/58.

Pakistan

Cinema carbons. Direct purchase and agency. I.D. Loan & Sons, Regd. (manufacturer's agents and commission merchants), 34 Massy Gate, P.O. Box 34, Rawalpindi. WTD 8/17/62.

Republic of South Africa

● Battery charging set of 2 kw. capacity. Tender F.T. 50016. Bid deadline 11 a.m., Oct. 8. Secretary, State Tender Board, Aquila Buildings, 157 Schoeman St., Pretoria. One set specifications available for review. (Telephone: WOrth 7-4242.)

Viet-Nam

Electric motors, ¼ to 20 hp., single-phase and 3-phase. 50 cycles. Saigon Motors (importer, distributor, agent), 178 boulevard Tran Hung Dao, Saigon. WTD 5/23/62.

363 Household Appliances

Pakistan

Electrical appliances. Direct purchase and agency. I.D. Loan & Sons, Regd. (manufacturer's agents and commission merchants), 34 Massy Gate, P.O. Box 34, Rawalpindi. WTD 8/17/62.

Philippines

Kerosene refrigerators, small and medium sizes; kerosene ranges, 2 or 3 burners, with or without oven; electric floor polishers, 220-volt, a.c., 60-cycle, single-phase. Direct purchase and agency. Conpinco & Co. (manufacturer, wholesaler, retailer), 565 Dulalia Bldg., Iznart St., Iloilo City. WTD 8/10/62.

364 Electric Lighting, Wiring Equipment

Iraq

● Supply of cable connectors and electrical tape. Tender 71. Bid deadline Oct. 6. Directorate General of Planning and Design, Ministry of Municipalities, Baghdad, Iraq.★

Trinidad

● Supply of 9,000 45/75 amp. low tension service line fuse connectors. Tender 540. Bid deadline Oct. 25. Purchasing Officer, Trinidad and Tobago Electricity Commission, P.O. Box 121, 63 Frederick St., Port-of-Spain, Trinidad, W.I.★

365 Radio, Television Sets, Except Communication Types

Germany

Complete stereo equipment with amplifier, loudspeaker and tuner, also portable TV sets and microphones for studios. Edmund Czaikowski (importing distributor), 98 Oststrasse, Duesseldorf. WTD 8/16/62.

Philippines

Television sets, without cabinet, assembled or in kit form; transistor radios, table and portable models; transistorized radio-phonographs, table and portable models; 220-volt, a.c., 60-cycle, single phase. Direct purchase and agency. Conpinco & Co. (manufacturer, wholesaler, retailer), 565 Dulalia Bldg., Iznart St., Iloilo City. WTD 8/10/62.

366 Communication Equipment

Germany

Two-way radios for FM and AM modulation for automobiles. Edmund Czaikowski (importing distributor), 98 Oststrasse, Duesseldorf. WTD 8/16/62.

369 Miscellaneous Electrical Machinery, Equipment, Supplies

Cyprus

Electric materials; wire for electric installation. Direct purchase and agency. Andreas Th. Loizou (importing distributor, manufacturer's agent, commission merchant), P.O. Box 553, Nicosia. WTD 7/16/62.

Greece

● X-ray diagnostic machines, 7, complete with spare parts. Tender 71434. Institute of Social Insurance, 8 Agion Constantinore, Athens. Bid deadline Oct. 1.★ (Telephone: WOrth 7-2934.)

Saudi Arabia

Dry cell batteries. Ibrahim A. Mira (importing distributor), P.O. Box 49, Mecca. WTD 8/2/62.

371 Motor Vehicles, Equipment

Australia

Automotive accessories and specialty items. Chandlers (Australia), Ltd. (retailers), Cnr. Albert and Charlotte Streets, Brisbane, Queensland. WTD 4/6/61.

Germany

Automotive parts and equipment; novelties in automotive electric equipment, semi-finished goods for automotive and related industries and various tools for automotive use. Direct purchase and agency. Interconti Industriekontor GmbH (importer, commission merchant), P.O. Box 2915, Stuttgart. WTD 6/22/62.

India

☆ Automobile parts, front axle I beam,

drag link, steering knuckle right and left, king pin package, knuckle arm, right and left, end package tie rods right and left, differential side gear, pinions, pinion shafts, drive gear and pinion set. Loan 217; U.S. source. IL#265018. Ref. 60(336)/62-AID(1). Bid deadline Oct. 6. Sundaram Motors Pvt., Ltd., P.O. Box 713, 37 Mount Rd., Madras 6. Cable: SUNMOTOR, Madras. ★

☆ Transmission gears and clutch discs; rear and front wheel oil seal and pinion oil seal. Loan 217; U.S. source. IL#265012. Ref. 60(334)/62-AID(1). Bid deadline Oct. 12. Madras Auto Service Pvt., Ltd., 37 Mount Rd., Madras 6, Cable: AUTOSERV. ★

☆ Link belt timing chains for Jeep. Loan 217; U.S. source. IL#E-270134/61/EI/CCI. Ref. 60(340)/62-AID(1). Bid deadline Oct. 4. Carburetor, parts Z698S and Z933SD; starter drive for Jeep, part A 3281. Loan 217; U.S. source. IL#E 270/34/61/EI/CCI. Ref. 60(340)/62-AID(1). Bid deadline Oct. 12. Jullunder Motor Agency (Delhi) Pvt., Ltd., Kashmere Gate, Delhi.

☆ Discal Universal joint cross kit for Dodge BIF truck, Chevrolet truck and Willys Jeep, 1,000 pieces for each; c.i.f. Bombay. Loan 217; U.S. source. IL#E. 181004/DLF/61/EI/B. Ref. 60(208)/62-AID (1). Bid deadline Oct. 16. Anand Sales Corp., 362 Vithalbhai Patel Rd., Bombay 4. Cable: ANANDSALES, Girgaum, Bombay.

Netherlands

Automobile antennas; automotive clutch rebuilding equipment such as pressure plates and disc sets; requests exclusive franchise for Netherlands. "HEBU," NV (importing distributor), 62 Stationsweg, The Hague. WTD 8/6/62.

Pakistan

Automotive convevances; autoparts and accessories. Direct purchase and agency. I.D. Loan and Sons, Regd. (manufacturer's agents and commission merchants), 34 Massy Gate, P.O. Box 34, Rawalpindi. WTD 8/17/62.

375 Motorcycles, Bicycles, Parts

Philippines

Motor bicycles; bicycles, 2-wheel, hand or foot brake. Direct purchase and agency. Conpinco & Co. (manufacturer, wholesaler, retailer), 565 Dulalia Bldg., Iznart St., Iloilo City. WTD 8/10/62.

381 Engineering, Laboratory, Scientific, Research Instruments, Associated Equipment

Belgium

Scientific apparatus. Direct purchase and agency. Artilabo (importer, exporter, retailer, wholesaler, manufacturer). 29 rue aux Draps, Ghent. WTD 8/17/62.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

India

Hydraulic or electric dynamometers; 5/C hp. 1,000 r.p.m.—4 strokes vertical type diesel engines; 15/30 hp. 1,000-4,000 r.p.m. petrol engines. Aeicorp Pvt., Ltd. (importer of spares for agriculture, constructional and earthmoving equipment, 8-B Lall Bazar St., Calcutta. WTD 7/19/62.

Netherlands

Pneumatic and electronic measuring and control equipment such as apparatus for measuring and registration of acceleration, torque, degree of irregularity, flow, angle-displacement, pressure, vibration, and displacement. N.V. Ingenieursbureau voor Electrotechniek Ir. I. Hartog (importing distributor and contractor), 100-302 Strevelsweg, Rotterdam.

383 Optical Instruments, Lenses

Japan

High quality spectacle lenses, optical laboratory equipment and related accessories. Osaka Gankyo Co., Ltd. (importer, distributor, manufacturer, exporter), 6 Hannan-cho Higashi 1-chome, Abeno Ku, Osaka. WTD 7/19/62.

384 Surgical, Medical, Dental Instruments, Supplies

Cyprus

Hospital equipment in general. Direct purchase and agency. Andreas Th. Loizou (importing distributor, manufacturer's agent, commission merchant), P.O. Box 553, Nicosia. WTD 7/16/62.

Republic of South Africa

● Miscellaneous dental supplies including artificial teeth, Plaster of Paris, and dental wax. Tender F.T. 44029; bid deadline Oct. 5. Miscellaneous bandages and surgical dressings including Plaster of Paris, adhesive, gauze, and absorbent cotton. Tender 44033; bid deadline Oct. 3. Central Medical Stores, Pretoria. ★ (Telephone: WO 7-2934.)

Switzerland

Medical and hospital supplies, chirurgical instruments, medical apparatus, dental instruments and supplies, novelties, sanitary goods. Direct purchase and agency. Fernando Castor (importing distributor), 18 Kreuzwiesenstrasse, Zurich 11/51. WTD 8/30/62.

385 Ophthalmic Goods

Japan

Spectacle frames, sunglasses; very good quality. Osaka Gankyo Co., Ltd. (importer, distributor, manufacturer, exporter), 6 Hannan-cho Higashi 1-chome, Abeno Ku, Osaka. WTD 7/19/62.

386 Photographic Equipment

Korea

● Total of 100 automatic-timer slide projectors. Invitation KFX-2096-S, project 62-60. Office of Supply, Seoul, Republic of Korea. Bid deadline 10 a.m. Oct. 8. ★ (Telephone: WO 7-2778.)

Republic of South Africa

● Three 16-mm. motion picture cameras with standard accessories. Tender F.T. 44040, State Film Productions, Pretoria. Bid deadline 11 a.m. Oct. 1.★ (Telephone: WOrth 7-2778.)

394 Toys, Amusements, Sporting Goods

Australia

Sporting goods—complete line of boating and fishing equipment. Chandlers (Australia), Ltd. (retailers), Cnr. Albert and Charlotte Streets, Brisbane, Queensland. WTD 4/6/61.

England

Fishing tackle: nylon or similar monofilament in bulk coils or bobbins. Pegley-Davies, Ltd. (importing distributor and manufacturer), Hersham Trading Estate, Walton-on-Thames, Surrey. WTD 8/17/62.

Indonesia

Toys; under SIVA permit. N.V. Metro Trading Co. (importer, exporter), 151, 16 Ilir, Palembang. WTD 5/19/60.

Netherlands

Educational appliances and toys. Eurodidact, NV (importing distributor), 15 J. Sangerslaan, Hoogezand. WTD 8/14/62.

395 Pens, Pencils, Other Office, Artists' Materials

British Guiana

Ballpoint pens, refills. Direct purchase and agency. Onyx Agencies (importer, commission merchant), 37 Camp and Croal Sts., Georgetown. WTD 4/27/62.

Jamaica

Ball point pens, pen funnels and swivels suitable for fitting in plastic base to make desk sets; replies requested from manufacturers only. Marine & Plastics, Ltd. (manufacturer), 10 Dayton Ave., Kingston 10. WTD 10/24/60.

Philippines

Ball pens, and fountain pens; cheap quality ball pens—20,000 gross a year, average quality fountain pens—10,000 dozens a year. Direct purchase and agency. Trans World Trading Co. (importing distributor, manufacturer's agent), 453 Plaza del Conde, Binondo, Manila. WTD 8/10/62.

399 Miscellaneous Manufacturing Industry Products

Canada

Novelty giftware of good quality at medium price, preferably suitable for distribution through hardware and sporting goods outlets. Geo. L. McNicol Co., Ltd. (importer, exporter, manufacturer's agent), 1138 Homer St., Vancouver 3, B.C. WTD 7/7/62.

Jamaica

Cigaret lighters and ash trays suitable for fitting into plastic base; ball key chains, and clip key chains. Replies requested from manufacturers only. Marine & Plastics, Ltd. (manufacturer), 7 Dayton Ave., Kingston 10. WTD 10/24/60.

Netherlands

All types of accessories for ladies handbags. N.V. Berclouw Lederwaren (importing distributor and retailer) (14 stores), 19 Bemuurde Weerd O.Z., Utrecht.

Brushes. Direct purchase and agency. H.A. van Niekerk (importer, retailer), 74 Lange Tiendeweg, Gouda. WTD 6/27/62.

Window display articles. C. van Leuven N.V. (importing distributor), 121 Singel, Amsterdam.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified...

011 Cotton Farm Products

Netherlands

Cotton: California Acala 4-42, Arizona A-44, Arizona DP & L. S. Tattersall (commission merchant), 48a Noorderhagen, Enschede. WTD 8/9/62.

012 Fruit, Tree Nut, Vegetable Farm Products

France

Citrus fruits, pears, apples. Michel L. Berard (importing distributor), 23 rue de la Republique, Marseille. WTD 8/16/62.

019 Miscellaneous Commercial Farms

Venezuela

Budded trees; mangoes, avocados, lime and oranges. Requests replies in Spanish. J. Gonzalez Estarriol (representative), Edificio San Francisco, Local D, Avenida Fuerzas Armadas, Caracas. WTD 8/20/62.

145 Clay, Ceramic, Refractory Minerals

Italy

Wyoming bentonite. Angelo & Mario Bettini, F.lli (manufacturer), Corso Carlo Alberto 120, Lecco (Como). WTD 6/26/62.

199 Ordnance, Accessories

Netherlands

Civil and military ordnance accessories. Van Rees & Greve, NV (commission merchant), 69 Parkstraat, The Hague. WTD 8/28/62.

200 Food

Aden

Canned and packaged foodstuffs; canned vegetables, fruit juices, fruits and meats. Kalky Muncherjee (importing distributor), P.O. Box 1234, Steamer Point. WTD 9/1/62.

France

Foodstuffs. Tunisolive (importer, exporter, wholesaler, retailer, agent of olive oil, lamp-oil, and dates), 35 rue de Tanger, Paris 19.

Germany

Canned fruits, vegetables, dried fruits, poultry. Max Warnke (commission merchant), 27 Mommsenstr., Berlin-Charlottenburg. WTD 8/30/62.

Ireland

Processed foods of all kinds; must meet specifications of Institute for Industrial Research & Standards, Dublin. Hugh Jordan & Co., Ltd., (hotel equipment and furniture distributors), St. Mark's Works, East Lombard St., Westland Row, Dublin. WTD 8/17/62.

Malaya

Long grain rice, bags of 100 lbs.; soya beans and other dried beans and peas, bags of 100 lbs.; white crystal sugar, bags of 100 lbs.; raisins, boxes of 25 lbs. Khor Thong Teik (indent agent), 101 Victoria St., Penang. WTD 7/17/62.

Saudi Arabia

Food such as canned goods, confectioneries, biscuits and crackers, dairy products, rice flour, wheat, and sugar. Abdul Hamid Abdul Wahab (manufacturer's representative, agent), P.O. Box 1093, Jiddah. WTD 5/13/61.

201 Meat Products

France

Meat; kidneys, tongues, hearts. Comptoir d'Achats et de Ventes, Export-Import, C.A.V.E.I. (importer, wholesaler, commission merchant and agent), 36 rue Ducouedic, Paris 14. WTD 8/8/62.

202 Dairy Products

Barbados

Skimmed milk in bulk, prefers to deal directly with producer. J. A. Marson & Son, Ltd. (importer, exporter, wholesaler & commission agent — provisions, drygoods, and hardware), P.O. Box 82, Bridgetown. WTD 1/31/62.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Ceylon

Dietetic food products. Ernest H. Vijaya Sinha (manufacturer's agent), 25 Gaffoor Bldg., Main St., Colombo. WTD 8/3/62.

207 Confectionery, Related Products

Canada

Chocolate bars, candies and confectionery. Eric D. Greenlaw & Co. (manufacturer's agent), 90 Keefer St., Vancouver 4, B.C. WTD 3/24/61.

209 Miscellaneous Food Products

France

Soya lecithin. Société Commerciale des Produits Oleagineux Et Chimiques—Socomer (importer and wholesaler of vegetable and animal oils), 18-20 place de la Madeleine, Paris, 8e.

Malaya

Glutemate powder, drums of 110 or 112 lbs. Khor Thong Teik (indent agent), 101 Victoria St., Penang. WTD 7/17/62.

220 Textile Mill Products

Australia

Dress and furnishing fabrics in cotton, silk, wool, linen, or synthetics; average and better quality fabrics. L. P. Keating & Co. (NSW), (manufacturer's agent), A.C.A. Buildings, 66 Icing St., Sydney. WTD 8/8/62.

Ceylon

Textiles of all description under $0.41 (U.S.) per yard c.i.f. Colombo. Ironside (Enterprises & Agency) Co. (importing distributor, manufacturer's agent), 200/1 Keyzer St., Colombo 11. WTD 8/29/62.

Rhodesia, Nyasaland

All kinds of textiles, especially woolen piece goods. Kabwill (Pvt.), Ltd. (manufacturer's representative), P.O. Box 360, Bulawayo, Southern Rhodesia, WTD 8/1/62.

South Africa

Cotton material for men's shirts, women's sportswear and overalls, children's wear; rayon linings for women's and men's clothing and raincoats, plain and water proofed; plain and printed woven and knitted textiles of polyester fibers. J. Bock & Son (Pty.), Ltd. (manufacturer's agent), 506 Federal Bldg., Tulbagh Square, P.O. Box 2038, Cape Town. WTD 11/17/61.

Upholstery material; cotton and synthetic woven fabrics; contemporary and classical, no high pile; Fast dyes; maximum $4 a yard. Curtaining material; prints and solid colors of cotton and synthetic fibers; maximum price $2 a yard; fast colors, reasonable built-in resistance to oxidization and weather effects. Semi-abstract patterns and American primitive but mostly muted tones; accent on neutral bases. M. A. Wengrowe & Co. (subsidiary of The London Milliners Pty., Ltd), (manufacturer's agent) 86 Barrack St., Cape Town. WTD 8/20/62.

221 Broad Woven Fabric Mill, Cotton Products

Switzerland

Percale, 100% cotton for manufacture of sheets. Max U. Ruegg (manufacturer's agent), Seestrasse 34, Ruschlikon-Zurich. WTD 7/26/62.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

Hong Kong

Nylon mesh. Oriental-American Agencies (exporter, importer, manufacturer's representatives), P.O. Box 815. WTD 4/7/60.

227 Floor Covering Mills

New Zealand

Floor rugs. Richard Seddon, Ltd. (manufacturer's agent), Paterson's Bldg., 29 Chancery St., Auckland, C.1. WTD 8/16/62.

Republic of South Africa

Carpets; broad loom, not tufted; designs generally muted; where patterns are distinctive incorporation of American, Red Indian, symbols would be interesting; wool; cotton; synthetic fibers. M. A. Wengrowe & Co. (subsidiary of The London Milliners Pty., Ltd.) (manufacturer's agent), 86 Barrack St., Cape Town. WTD 8/20/62.

228 Yarn, Thread Mill Products

Norway

Yarn of synthetic fibers; for weaving textile fabrics, hosiery, and fishing nets. O. Braende (manufacturer's agent), 7 Professor Dahls Gate, Oslo. WTD 7/6/62.

229 Miscellaneous Textile Goods

New Zealand

Plastic mesh cloth for agricultural use in shade control. Commercial Sales Corp., Ltd. (manufacturer's agent, indentor), 105 Dilworth Bldg., P.O. Box 1286, Customs St., Auckland. WTD 8/27/62.

230 Apparel

France

Complete range of men's apparel including underwear. Floreal (manufacturer's agent for textiles), 76 Ave des Champs Elysees, Paris, 8e. WTD 7/5/62.

Sport clothing. Etablissements Andre Weiss (importer, commission agent of men's women's and children's clothing and footwear), 1 rue du Longpont, Neuilly-sur-Seine. WTD 7/9/62.

Rhodesia, Nyasaland

Ladies' and men's clothing. Kabwill (Pvt.), Ltd. (manufacturer's representative), P.O. Box 360, Bulawayo, Southern Rhodesia. WTD 8/1/62.

232 Men's, Youths', Boys' Furnishings, Work Clothing, Allied Garments

Jamaica

Novelties suitable for haberdashery business. United Auctioneers & Sales Co. (wholesaler and commission agent) 23-25 Luke Lane, Kingston.

234 Women's, Misses', Children's, Infants' Undergarments

Norway

Foundation garments for women and misses; brassieres, girdles. Sverre Darner

(manufacturer's agent), 6 Johnannes Brunsgate, Oslo. WTD 7/5/62.

238 Miscellaneous Apparel, Accessories

England

Nylon fur fabric driving and car polishing mitts. H. McNulty (agent), 111 Burnley Rd., Colne, Lancashire. WTD 9/2/60.

239 Miscellaneous Fabricated Textile Products

Switzerland

Finished 100% cotton percale sheets. Max U. Ruegg (manufacturer's agent), Seestrasse 34, Ruschlikon-Zurich. WTD 7/26/62.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

Republic of South Africa

Frame-moldings; wooden with composition surface finishes; contemporary and classical; width ¼ in. to 6 in. by 10 ft. lengths, or semi-made up in ovals, circles or irregular shapes. M. A. Wengrowe & Co. (subsidiary of The London Milliners Pty., Ltd.), (manufacturer's agent), 86 Barrack St., Cape Town. WTD 8/20/62.

262 Paper Mill Products

Kenya

Kraft papers for making grocery bags, in reels, from 40 grams/m2-80/90 grams/m2; minimum trial order not less than 25 long tons, repeats 50-100 tons order; samples requested. Jayramadas (manufacturer's agent, commission agent, broker, importer), P.O. Box 2971, Mombasa. WTD 8/28/62.

264 Converted Paper, Paperboard Products, Bags

Barbados

Pure Kraft grocery paper bags. J. A. Marson & Son, Ltd. (importer, exporter, wholesaler of provisions, drygoods and hardware; commission agent for same commodities), P.O. Box 82, Bridgetown. WTD 1/31/62.

Netherlands

Transparent adhesive tape and self-adhesive labels. Drukkerij J. M. Don (importing distributor, manufacturer) 42a Willem Beukelszoonstraat, Vlaardingen. WTD 8/15/62.

Paper impregnated with latex or polyvinyl starch for use as insoles; samples of wanted material. ★ Exclusive distributorship. P. A. Schrauwers, N.V. (wholesaler-subcontractor to shoe and furniture industry) 119 Julianastraat, Dongen.

Republic of South Africa

Artists' materials; drawing paper and mounting board, paper used for watercolors, oil painting and drawing; simulated surface finished; linen, parchment. All grades from Demy to Antiquarian. M. A. Wengrowe & Co. (subsidiary of The London Milliners Pty., Ltd.), (manufacturer's agent) 86 Barrack St., Cape Town. WTD 8/20/62.

265 Paperboard Containers, Boxes

Barbados

Waxed cardboard milk containers. J. A. Marson & Son, Ltd. (importer, exporter, wholesaler of provisions, drygoods, and hardware; commission agent for same commodities), P.O. Box 82, Bridgetown. WTD 1/31/62.

266 Building Paper, Building Board Mill Products

Italy

Roofing, waterproofing materials and specialties. Vicenzi Asfalti (manufacturers) Via Moise Loria 50, Milan. WTD 8/9/62.

270 Printing, Publishing, and Allied Industry Products

Ceylon

Books and periodicals. Colombo Apothecaries Co. Ltd. (importing distributor), Prince St., Fort, Colombo. WTD 6/19/62.

281 Industrial Chemicals

Belgium

Chemicals for industrial use. Secli, Société Congolaise Lulonga-Ikelemba, S.A. (importers, exporters, wholesalers), 3 Solvynsstraat, Antwerp. WTD 8/17/62.

Germany

Chemicals; to be used in food, pharmaceutical, and tobacco industries. Alfred N. Hertz (manufacturer and manufacturer's agent), Walddoerferstrasse 418, Hamburg-Wandsbek, WTD 8/24/62.

Turkey

Tin sulfate, copper sulfate, nickel sulfate, cadium. Constantin Th. Theodoropoulos (commission agent), P.O. Box 170, Galata. WTD 7/13/61.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

South Africa

Granulated plastic formulations for manufacture of domestic irrigation pipes; c.i.f. Cape Town in South African rands (1 rand=U.S. $1.41) Imex Agencies (manufacturer's agent), P.O. Box 3201, Cape Town. WTD 8/24/62.

Switzerland

Raw material and chemicals for plastic industry. Bretscher & Co. (manufacturer's agent, importing distributor, commission merchant), 26 Weinbergstrasse, Zurich 1. WTD 7/26/62.

283 Drugs

Ceylon

Patent medicines; pharmaceutical proprietaries. Ernest H. Vijaya Sinha (manufacturer's agent), 25 Gaffoor Bldg., Main St., Colombo. WTD 8/3/62.

England

Ethical pharmaceutical products; products to B.P. and B.P.C. Specifications, or U.S.P. or passed by any authoritative body as acceptable for prescription by the medical profession. Dales Pharmaceuticals, Ltd. (manufacturer, importer), Power Rd., Chiswick, London, W.4. WTD 8/9/62.

Italy

All types of pharmaceutical specialties. Sigma-Tua, S.p.A., Industria Farmaceutiche Riunite (importer of raw chemicals for its own use, selling agent and manufacturer of pharmaceutical specialties), Viale Shakespeare, 47, Rome. WTD 8/27/62.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics, Other Toilet Preparations

Italy

Metal polish; polish foam for copper, brass and silver and modern polishes used in special trades, for instance, by antique dealers. Naef Brothers (import-export firm, manufacturer's agent), P.O. Box 173, Leghorn. WTD 1/15/59.

Saudi Arabia

Soap, cosmetrics, and insecticides. Abdul Hamid Abdul Wahab (manufacturer's representative, agent), P.O. Box 1093, Jidda. WTD 5/13/61.

Household detergents. Ibrahim Isma'il Zahran (manufacturer's agent and importing distributor), P.O. Box 152, Jidda. WTD 7/13/62.

287 Fertilizers

Saudi Arabia

Fertilizers. Ibrahim Isma'il Zahran (manufacturer's agent and importing distributor), P.O. Box 152, Jidda. WTD 7/31/62.

295 Paving, Roofing Materials

Italy

Roofing, waterproofing materials and specialties. Vicenzi Asfalti (manufacturers), Via Moise Loria 50, Milan. WTD 8/7/62.

299 Miscellaneous Petroleum, Coal Products

Saudi Arabia

Oil and grease. Abdul Hamid Abdul Wahab (manufacturer's representative, agent), P.O. Box 1093, Jidda. WTD 5/13/61.

301 Tires, Inner Tubes

Netherlands

Automobile tires and tubes. Exclusive distributorship for the Netherlands. Jac. Blom, N.V. (importing distributor of automobile tires, tubes, motor cycles, tractors) 53-55 Wm. Buytewechstraat, Rotterdam. WTD 3/14/60.

306 Fabricated Rubber Products

Pakistan

Belting, jointing and packing: belting for stamp, v-belts; synthetic rubber jointing and packing material used in railways, oil seals, and synthetic rubber textile accessories. I. A. Khan & Co. (manufacturer's agent), Gangaram Buildings, The Mall, Lahore. WTD 8/29/62.

307 Miscellaneous Plastics Products

Ireland

Plastic screw caps for bottles. Hugh Jordon & Co., Ltd. (hotel equipment and furniture distributors), St. Mark's Works, East. Lombard St., Westland Row, Dublin. WTD 8/17/62.

Jamaica

Household gift items such as plastic containers, wastebaskets, etc. United Auctioneers & Sales Co. (wholesaler and commission agent) 23-25 Luke Lane, Kingston.

Netherlands

All sorts of plastics products for household use. Exclusive commission agency. NV Martin Schiff (importing distributor, manufacturer), 579 Prinsengracht, Amsterdam. WTD 8/7/62.

Plastic household and toilet articles; firm desires to receive literature and price lists. Handelsonderneming C. Bender (manufacturer's agent), 30 Singel, Amsterdam.

South Africa

Printed plastic piece goods for manu-

facture of clothing, table cloths, etc.; c.i.f. Cape Town in South African rands (1 rand-U.S. $1.41), approximately. Imex Agencies (manufacturer's agent), P.O. Box 3201, Cape Town. WTD 8/24/62.

314 Footwear, Except Rubber

France

Men's shoes. Floreal (manufacturer's agent for textiles), 76 Ave. des Champs Elysees, Paris, 8e. WTD 7/5/62.

Any kind of men's women's and children's footwear. Etablissements Andre Weiss (importer, commission agent of men's, women's and children's clothing and footwear), 1 rue du Longpont, Neuilly-sur-Seine. WTD 7/9/62.

322 Glass, Glassware

Ceylon

Glass tumblers. Ironside (Enterprises & Agency) Co. (importing distributor, manufacturer's agent), 200/1 Keyser St., Colombo 11. WTD 8/29/62.

France

Glassware. Société Garoutte (importing distributor), 42 rue des Dominicaines, Marseille, 1er. WTD 8/24/62.

Supplies for manufacturing and mounting of mirrors; requests replies in French. Etablissements Alco (wholesaler of mirrors and optician material and supplies), 198 Blvd. Voltaire, Paris, 11e.

324 Cement, Hydraulic

Saudi Arabia

Cement. Abdul Hamid Abdul Wahab (manufacturer's representative, agent), P.O. Box 1093. WTD 5/13/61.

325 Structural Clay Products

Jamaica

Clay refractory materials. Mastermax, Ltd. (importer, wholesaler, manufacturer's agent), 44 Barry St., Kingston.

326 Pottery, Related Products

France

Tableware. Société Garoutte (importing distributor), 42 rue des Dominicaines, Marseille, 1er. WTD 8/24/62.

Jamaica

Dishes. United Auctioneers & Sales Co. (wholesaler and commission agent), 23-25 Luke Lane, Kingston.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

France

Diamond and abrasive tools; requests replies in French. Etablissements Alco (wholesaler of mirrors and optician material and supplies), 198 Blvd. Voltaire, Paris, 11e.

Jamaica

Refractory materials. Mastermax, Ltd. (importer, wholesaler, manufacturer's agent), 44 Barry St., Kingston.

Netherlands

Surface grinders; firm desires to receive literature and price information. Technische Bureau Paul Julien (manufacturer's agent), 216 Koninginneweg, Amsterdam.

Sweden

Diamond grinding wheels. Jack Midhage AB (importing distributor, manufacturer's agent, manufacturer), 29 Surbrunnsgatan, Stockholm. WTD 8/21/62.

331 Steel Mill Products

Pakistan

M. S. sheets, g.p. and g.c. sheets, m.s. plates, m.s. blooms, m.s. billets, pig iron, tinplates, terne plates, m.s. joists, m.s. channels, m.s. angles, m.s. strips both hot and cold rolled, high speed steel, stainless steel, alloyed steel, carbon steel bars and octagons, etc., steel rounds above 4 in. diameter. I. A. Khan & Co. (manufacturer's agent), Gangaram Buildings, The Mall, Lahore. WTD 8/29/62.

341 Metal Cans

Ireland

Tin and aluminum cans for beers, oil, paints, foodstuffs and sundry commodities. Hugh Jordan & Co., Ltd. (hotel equipment and furniture distributors), St. Mark's Works, East Lombard St., Westland Row, Dublin. WTD 8/17/62.

342 Cutlery, Hand Tools, General Hardware

Indonesia

Hand tools for wood and metal working under SIVA permit. Firma Abadi & Co. (importer), 46 Djalan Raya Krekot Bunder, Djakarta. WTD 6/28/62.

Italy

Hand tools for mechanical industry; for plumbers. Baraldi, Alfredo, S.p.A. (importing distributor), Via Darwin 2, Milan. WTD 8/7/62.

Netherlands

Cutlery for domestic use; firm only interested in low-priced items; requests literature and price lists. Handelsonderneming C. Bender (manufacturer's agent), 30 Singel, Amsterdam.

All types of handtools, garden tools; company desires to receive literature. N.V. Gesto (manufacturer's agent), 135 Weesperzijde, Amsterdam.

South Africa

Kitchen hardware and non-electric labor saving tools, gadgets and novelties; c.i.f. Cape Town in South African rands (1 rand=U.S.$1.41). Imex Agencies (manufacturer's agent), P.O. Box 3201, Cape Town. WTD 8/24/62.

344 Fabricated Structural Metal Products

France

Large boilers and cocks and fittings. Société Manutube — France (manufacturer), 22 rue de Paris, Aubervilliers, Seine. WTD 8/2/62.

346 Metal Stampings

Ireland

Screw caps for bottles; metal, including roll-on and pilferproof and all types of bottle seals. Hugh Jordan & Co., Ltd. (hotel equipment and furniture distributors), St. Mark's Works, East Lombard St., Westland Row, Dublin. WTD 8/17/62.

Jamaica

Aluminum containers, wastebaskets, and cake pans. United Auctioneers & Sales Co. (wholesaler and commission agent), 23-25 Luke Lane, Kingston.

349 Miscellaneous Fabricated Metal Products

Italy

Valves an dcocks for chemical, mechanical and paper industries. Francesco Guarneri & Figlio (importing distributor) Via Vallazze 108, Milan. WTD 6/29/61.

352 Farm Machinery, Equipment

Malaya

Electrical incubator parts, including latch and hinges. Khor Thong Teik (indent agent), 101 Victoria St., Penang. WTD 7/17/62.

Sweden

Garden tractors and power operated garden implements. INPA—International Products AB (importing distributor, manufacturer's agent), 5 Wergelandsgatan, Bromma. WTD 8/21/62.

353 Construction, Mining, Materials Handling Machinery, Equipment

France

Public works and mining equipment. Exclusive agency. Société pour la Manutention et le Lavage Industrial (SOMALS) (importer of fork lift trucks, shuttle cars, mining equipment), 45 rue de la Chaussee d'Antin, Paris 9. WTD 8/14/62.

Pneumatic handling equipment. Requests replies in French. Société des Ateliers de Constructions Mecaniques de Saint-Denis —Sacom (manufacturer of boilers), 96-98 Ave. Paul-Vaillant Couturier, Saint-Denis, Seine.

Fork lifts of more than 1 ton. Requests replies in French. Etablissements A. Prat & Compagnie (manufacturer of materials handling equipment), 57 Ave. Gabriel-Peri, Saint-Ouen, Seine.

All kinds of industrial equipment for petroleum and petrochemical industries. Requests replies in French. Société Anonymé Commerciale Agricole—S.A.C.A. (importer of industrial equipment), 6 rue de Colonel Driant, Paris.

Italy

Asphalt machinery. Vicenzi Asfalti (manufacturers). Via Moise Loria 50, Milan. WTD 8/7/62.

Pakistan

Construction machinery and equipment such as tracklaying tractors, dozers, power cranes-shovels and other earthmoving equipment, rollers, portable crushers, concrete and bituminous batch plants, mixers and pavers. Blackhawk Engineers, Ltd., (manufacturer's agent), 43 F. Gulberg (P.O. Box 504), Lahore, Pakistan. WTD 8/31/62.

Drilling machinery: water drilling rigs, percussion and rotary type; combination rotary and percussion rigs; oil field drilling rigs; rigs for soil sampling and exploratory work, diamond rigs; grouting pumps and rigs; all drilling tools and accessories. Blackhawk Engineers, Ltd. (manufacturer's agent), 43 F. Gulberg, or P.O. Box 504, Lahore. WTD 8/31/62.

Sweden

Construction machinery and equipment items (ore and rock drilling machines). Prefer lines of products adaptable to mining, highway construction and forestry type end-uses. Bergman Borr AB (distributor, manufacturer's agent), 4 Nybodagatan, Solna. WTD 8/21/62.

354 Metalworking Machinery, Equipment

Canada

Automotive maintenance equipment for lines suitable for sale to hardware and automotive equipment outlets. Ford and Hancock, Ltd. (factory representative and manufactures) 3715 Commercial Dr., Vancouver 12, B.C.

France

Any kind of apparatus or material for remetalling and spray fusing for metals

and ceramics. Establissements Le Guellec. (importer, manufacturer, wholesaler of stellites, stellited parts and auto valves), 9 rue des Aulnettes, Argenteuil Seine-et-Oise. WTD 7/18/62.

Honduras

Hot and cold rolling mill, steel; used mills in good condition; small iron foundry in good condition; used foundry in good condition; Berkling would probably travel to U.S. to inspect mills before purchasing. Requests replies in Spanish or German. Berkling Industrial. S.A. (metalworking plant) P.O. Box 588, San Pedro Sula.

Netherlands

Garage equipment such as tools, washing racks. Exclusive distributorship for the Netherlands. Automobielbedrijf L. Vriens, N.V. (automobile dealer and wholesaler of automobile parts, kitchen machinery) 76 Markendaalseweg, Breda.

New Zealand

Die sinking machinery, using spark erosion process. Brown & Bureau (NZ), Ltd. (importing distributor, manufacturer's agent), P.O. Box 2192, Auckland. WTD 8/22/62.

Pakistan

High-speed steel twist drills, reamers, taps, dies, files, chucks, drill, tip tools and tool bits, hacksaw blades; universal milling machines, capstan and turret lathes, drilling machines, planing machines, shaping machines, slotting machines, boring machines, grinding machines, and other workshop equipment. I. A. Khan & Co. (manufacturer's agent), Gangram Buildings, The Mall, Lahore. WTD 8/29/62.

355 Special Industry Machinery

France

All kinds of machinery for manufacture & mounting of mirrors; requests replies in French. Etablissements Alco (wholesaler of mirrors and optician material and supplies), 198 Blvd. Voltaire, Paris, 11e.

Ireland

Machinery; bottle washing, bottling, pasteurizing. Hugh Jordan & Co., Ltd. (hotel equipment and furniture distributors), St. Mark's Works, East Lombard St., Westland Row, Dublin. WTD 8/17/62.

Italy

Printing machines, bookbinding machines and all other equipment related to printing and paper industry. Exclusive agency. Angelo Agnati. (importer, wholesaler, exclusive agent) Via Bobbio 2, Genova.

Norway

Automatic packaging machines for food, drink, tobacco, medicinal, toilet preparation and other related industries. A/S Norge-Maskiner (manufacturer's agent), 28 Stortingsgaten, Oslo. WTD 7/26/62.

Pakistan

Workshop machinery such as lathes, vertical and horizontal milling machines, hand saw machines. Blackhawk Engineers, Ltd. (manufacturer's agent), 43 F, Gulberg, or P.O. Box 504, Lahore. WTD 8/31/62.

South Africa

Machinery for manufacture of chocolates, hard boiled sweets, chewing gum and toffees, machinery for cutting and wrapping toffees. Baker's and biscuit-making machinery and equipment, fully or semi-automatic. Erex (Pty.), Ltd. (importing agent), 73 Strand St., P.O. Box 984, Cape Town. WTD 8/22/62.

Small tools; stapling and nailing machines; for furniture, frame-makings industries and hobbyists. M. A. Wengrowe & Co. (subsidiary of The London Milliners Pty., Ltd.) (manufacturer's agent), 86 Barrack St., Cape Town. WTD 8/20/62.

356 General Industrial Machinery, Eqiupment

France

Fire fighting equipment. Traitement et Protection (manufacturer of special industrial equipment), 89 rue Saint-Denis, Paris, 1er.

Pakistan

Air compressors, 5 c.f.m. to 60 c.f.m.; pneumatic vibrators of all capacity. Blackhawk Engineers, Ltd. (manufacturer's agent), 43 F, Gulberg, or P.O. Box 504, Lahore. WTD 8/31/62.

357 Office, Computing, Accounting Machines

Netherlands

Stapling machines. Drukkerij J. M. Don (importing distributor, manufacturer) 42a Willem Beukelszoonstraat, Vlaardingen. WTD 8/15/62.

358 Service Industry Machines

France

Air conditioning equipment; water processing equipment; and air purifying equipment. Traitement et Protection (manufacturer of special industrial equipment), 89 rue Saint-Denis, Paris, 1er.

Italy

Air conditioners for buses, coaches, trains, ships, special accessories for automobile, buses, coaches, trains, ships, Oscar Malvisi (importing distributor), Via Chilberti 18, Milan. WTD 12/12/61.

Netherlands

Rotary tank cleaners for cleaning of fuel, gas, oil storage tanks, and road tank trucks. Saarloos' Handelmattschappij N.V. (importing distributor, wholesaler, exporter), 35 Katshoek, Rotterdam 1. WTD 4/11/61.

Pakistan

Chlorination equipment for drinking water; polluted water treatment mobile plant. Blackhawk Engineers, Ltd. (manufacturer's agent), 43 F, Gulberg, or P.O. Box 504, Lahore. WTD 8/31/62.

360 Electrical Machinery, Equipment, Supplies

Netherlands

Complete lines of pneumatic and electronic measuring and control equipment, such as microwave testing equipment, search lights for naval and industrial use, relays. Groenpol Industrial Sales Co. (contractor, manufacturer, wholesaler), 13 Prinsengracht, or P.O. Box 1188, Amsterdam. WTD 12/22/61.

361 Electric Transmission, Distribution Equipment

Pakistan

Transformers, 15 kv.-a to 250 kv.-a. Blackhawk Engineers, Ltd. (manufacturer's agent), 43 F, Gulberg, or P.O. Box 504, Lahore WTD 8/31/62.

362 Electrical Industrial Apparatus

Pakistan

Generating sets, 15 kw. to 250 kw. Blackhawk Engineers, Ltd. (manufacturer's agent), 43 F, Gulberg, or P.O. Box 504, Lahore. WTD 8/31/62.

363 Household Appliances

France

Household electrical appliances, 220- and 110-v., 50 cycles. Philippe Pommier, Ets. Pommier (importing distributor), 56 rue de Passy, Paris 16e. WTD 6/26/62.

369 Miscellaneous Electrical Machinery, Equipment, Supplies

Italy

X-ray contrast media. San-De (importing distributor), Via R. Serra 14, Milan. WTD 6/30/61.

371 Motor Vehicles, Equipment

England

Automobile electronic headlight dippers. H. McNulty (agent), 111 Burnley Rd., Colne, Lancashire. WTD 9/2/60.

France

Carbon dioxide eliminators, seal beams. Société d'Exploitation Industrielle Mecanique Automobile—Seima (importer and manufacturer of automobile accessories), route de Corbeil, Morsant s/Orge, Seine-et-Oise. WTD 7/16/62.

Pakistan

Spare parts for all types of U.S. automotive vehicles; high and low bed trailers with goose neck and 20 tons carrying capacity. Blackhawk Engineers, Ltd. (manufacturer's agent), 43 F, Gulberg, or P.O. Box 504, Lahore. WTD 8/31/62.

Saudi Arabia

Passenger cars; interest primarily in small cars but offers for normal size sedans are acceptable. Ibraham Isma'il Zahran (manufacturer's agent and importing distributor), P.O. Box 152, Jidda. WTD 7/13/62.

372 Aircraft, Parts

Netherlands

American aircraft parts. Rid Air N.V. (importers of aircraft parts), 13 Amsterdamse Straatweg, P.O. Box 6, Naarden.

381 Engineering, Laboratory, Scientific, Research Instruments

Ceylon

Laboratory apparatus and equipment, scientific instruments and allied products, including laboratory chemicals for research, technological training in engineering, agriculture and livestock farming, and educational purposes in universities, colleges and schools; visual aids to education; teaching models and science kits for practical demonstration in biology, botany, chemistry, physics, zoology, veterinary science, agriculture, engineering (civil, mechanical, electrical). Ernest H. Vijaya Sinha (manufacturer's agent), 25 Gaffoor Bldg., Main St., Colombo. WTD 8/3/62.

Netherlands

Scientific instruments used in laboratories. Agency for Netherlands, Austria, and Switzerland, N.V. Dordchem (Dordrechtsche Chemische Productenhandel, Afdeling Wetenschappelijke Instrumenten), (manufacturer, importer), 9 Oranjestraat, The Hague. WTD 8/28/62.

384 Surgical, Medical, Dental Instruments, Supplies

Ceylon

Surgical dressings and instruments; hospital equipment. Ernest H. Vijaya Sinha (manufacturer's agent), 25 Gaffoor Bldg., Main St., Colombo. WTD 8/3/62.

Italy

Industrial safety equipment for electrical, metallurgical, natural gas, and nuclear plants. Minetto e Figlio-Aziende Riunite (importing distributor), Via Privata Borromea 1 B/8, Milan. WTD 6/5/62.

South Africa

Surgeons' disposable apparatus, such as masks, caps, bandages, bibs, clamps, dressing pads; c.i.f. Cape Town in South African rands (1 rand=U.S. $1.41). Imex Agencies (manufacturer's agent), P.O. Box 3201, Cape Town. WTD 8/24/62.

394 Toys, Amusements, Sporting Goods

Ceylon

Educational toys. Ernest H. Vijaya Sinha (manufacturer's agent), 25 Gaffoor Bldg., Main St., Colombo. WTD 8/3/62.

Jamaica

Toys. United Auctioneers & Sales Co. (wholesaler and commission agent), 23-25 Luke Lane, Kingston.

Rhodesia, Nyasaland

Toys. Kabwill (Pvt.), Ltd. (manufacturer's representative), P.O. Box 360, Bulawayo, Southern Rhodesia. WTD 8/1/62.

South Africa

Educational toys, card games; c.i.f. Cape Town in South African rands (1 rand=U.S. $1.41). Imex Agencies (manufacturer's agent), P.O. Box 3201, Cape Town. WTD 8/24/62.

395 Pens, Pencils, Other Office, Artists' Materials

Netherlands

Mechanical pencils, fountain pens and ball point pens, carbon paper, lead pencils, crayons, writing paper, note books. Drukkerij J. M. Don (importing distributor, manufacturer), 42a Willem Beukelszoonstratt, Vlaardingen. WTD 8/15/62.

399 Miscellaneous Manufacturing Industry Products

France

Atomic protection shelters. Traitement et Protection (manufacturer of special industrial equipment), 89 rue Saint-Denis, Paris, 1er.

Germany

Modern wigs and toupees of synthetic fibers in following colors: honey blonde, chestnut brown, rose, ice blue, and platinum blonde. Franz-Josef Linden (manufacturer's agent), 179 Brueckner-Allee, Rheydt/Rhld., Postfach 276. WTD 8/23/62.

505 Farm Products, Raw Materials

France

Hides and skins. Requests replies in French. Philippe Weil (commission agent), 94 Ave. Francois Coppee, Villemonble, Seine.

509 Miscellaneous Wholesaler Products

Italy

Wool raga, synthetic fiber waste. Giuliano Tavilla (sales agent), 34 Via F. Cavallotti, Prato.

Leads for Importers

Commodities are offered direct unless specified.

282 Plastics Materials, Synthetic Resins

Canada

Dohm industrial polythene buckets. Seeks industrial distributor. Michael Craig & Associates, Ltd., Suite 422, Metropolitan Bldg., 837 W. Hastings St., Vancouver 1, B.C. Leaflet available. WTD 12/14/61. ★

320 Stone, Clay, Glass Products

Italy

Mosaic works. Byzantine and Venetian mosaic works with metal or marble frame; also attached to paper when of large dimensions; religious subjects for churches, memorials, monuments; decorative panels, wall coverings. Luciano favret, 204 Via Aurelia, Pietrasanta (Lucca). Brochure available. WTD 8/27/62. ★

396 Costume Jewelry, Novelties

Hong Kong

Plastic flowers. World Trade Co., 231 Wing Lok St., West. WTD 9/7/61.

571 Furniture, Home Furnishings, Equipment Store Products

Turkey

Turkish type copper wares—special pots to cook coffee, and trays, vases. Vecdi Diker. Kadri Han, Parmakkapi, Beyoglu, Istanbul. WTD 6/12/56.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

Australia

Mrs. Heather Easson, representing Weedmans, Ltd., 120-124 Queens St., Brisbane, Queensland, interested in retailing of **women's fashions and sportswear.** In New York on Sept. 15, for 2 weeks; c/o Qantas Empire Airways, Ltd., 542 5th Ave., New York, N.Y. Itinerary: New York, Miami, Portland, San Francisco, Honolulu.

Austria

Wilhelm Jantsch, representing Wilhelm Jantsch, Eisen-und Farbwaren, 3 Brodtischgasse, Wiener Neustadt, Lower Austria, interested in **shopping centers, supermarkets** and **retail sales outlets** (paints, varnishes, painters supplies) and requesting technical information on layouts, sales organizations, marketing. Via New York on Oct. 8 for 2 weeks; itinerary: Oct. 8-10, Hotel Manhattan, New York, N.Y.; Oct. 13-16, Hotel Sheraton-Jefferson, St. Louis, Mo.; Oct. 16-18, Hotel Knickerbocker, Chicago, Ill.

Chile

Carlos E. Gibbs A., representing own enterprise, Bandera 140-K, 6°Piso, Santiago, interested in **importation in general.** Scheduled to arrive Sept. 18 via Miami for 3 weeks; c/o U.S. Department of Commerce Field Office, 61st Fl., Empire State Bldg., 350 Fifth Ave., New York 1, N.Y. Itinerary: New York, Miami.

India

Swraj Paul, representing Amin Chand Payare Lal, 135 Canning St., Calcutta 1, interested in import and export of **iron and steel;** and import of **heavy machinery** and **earthmoving machinery.** Sept. 10 for 4 weeks; c/o Steelship Industries Inc., 60 East, 42nd St., New York, N.Y. Itinerary: New York, Pittsburgh, Washington, Detroit.

Ireland

Stephen O'Mara, representing Donnelly Dublin, Ltd., Cork St., Dublin, interested in buying plant and machinery as well as to study manufacturing processes and acquire up-to-date knowledge of **bacon factory** and **hog slaughtering layouts.** In New York on Sept. 21 for 2 weeks; c/o U.S. Department of Commerce Field Office in New York, 61st Fl., Empire State Bldg., 350 Fifth Ave., N.Y. Itinerary: New York, Chicago.

Japan

Teiichi Isomura, representing Toyohashi Sanada Kogyo Co., Ltd., 11-1 Nishiyama, Yamada-cho, Toyohashi, Aichi Prefecture, interested in manufacture of **braid for women's hats,** and requests technical information on manufacturers of **nylon yarn.** Sept. 6 via Los Angeles for 30 days; c/o Horace Gould, Inc., 10 West 37th St., New York 18, N.Y. Itinerary: Los Angeles, St. Louis, Dallas, New York.

Jordan

Adnan A. Aboukalam, representing Ali Aboukalam & Co., P.O. Box 193, Amman, interested in viewing **textile operations.** Via New York Sept. 10 for 1 month; c/o Dan River International Corp., 111 West 40th St., New York 18, N.Y. Itinerary: New York, possibly other cities.

Lebanon

Georges Yonan, representing Ets. Georges Yonan, 7 avenue des Francais, Beirut, interested in distribution of **cosmetics** and **toilet preparations** and **drugs** and, possibly, in making arrangements for manufacture in Lebanon of cosmetics and toilet preparations under license. Sept. 12 via New York for 2 months; c/o U.S. Lebanese Chamber of Commerce, Inc., 165 West 46th St., New York 36, N.Y. Itinerary: New York, other trade and industrial centers.

Malaya

Goh Cheng Hooi, representing Astoria, Ltd., 18-20 Church St., Penang, interested in **air-conditioners, refrigerators,** and **electrical appliances;** also technical information on refrigeration and air con-

ditioning. Oct. 1 via New York for 2 months; c/o Carrier International, Ltd., New York, N.Y. Itinerary: Washington, Chicago, Seattle, Los Angeles, San Francisco, possibly other cities.

Republic of Congo

Emmanuel Tela, Henri Dembo, J. W. Turnier, representing Etablissements Tela, Boulevard Ezon a1-a2 Yolo Sud/Leopoldville, requesting technical information on **industrial and agricultural machinery and equipment** for possible eventual purchase. Latter part of September via New York for 3 weeks; c/o U.S. Department of Commerce Field Office, 61st Fl., Empire State Bldg., 350 Fifth Ave., New York, N.Y. Itinerary: New York, possibly other cities.

United Arab Republic

Youssef Nabih, representing self, 22 Kasr El-Nil Street, Cairo, interested in contacting U.S. firms which would like to obtain professional advice on **income taxation matters, account auditing** and establishing business in U.A.R. Late September via New York for 3 weeks; c/o Standard Dredging Corp., 200 East 42nd St., New York 17, N.Y. Itinerary: New York, San Francisco, Los Angeles.

Abdalla Abdel Bari, representing Akhbar El-Yom Organization, 6 Sahafa St., Cairo, interested in obtaining **advertising** for 2 proposed U.S.-Arab World **special trade supplements.** Sept. 3 via New York for 3 months; c/o The Reader's Digest, 270 Park Ave., New York 17, N.Y. Itinerary: New York, Washington, Pittsburgh, Detroit, Chicago, San Francisco, Los Angeles.

Uruguay

Milton Reyes, representing Huecograbado, S.A., Garibaldi 2077, Montevideo, interested in **printing and publishing contracts.** Sept. 10 via Miami for 1 month; c/o Council of Churches, Ann Arbor, Mich. Itinerary: Detroit, New York, Washington, San Francisco.

Iraq requests 186 pieces of testing instruments

The Republic of Iraq is inviting bids for 186 pieces of instruments and apparatus used in testing characteristics of electrical circuits and components. These include, but are not limited to, the following:

Voltmeters, wattmeters, ohmmeters, ammeters, megger insulation testers, ground testers, insulation oil testers with oil purifiers, current generators, and appropriate accessories for conducting the tests. Deadline is Nov. 3. Bids are to be submitted to the Directorate General of Planning and Design, Ministry of Municipalities, Baghdad, Iraq. Two copies of the tender are required; they may be obtained from the Accounts Section of the Directorate General for 1 Iraqi dinar per copy.

One copy of the tender and specifications is available for review to firms located in the U.S. at the Scientific, Photographic, and Business Equipment Division, BDSA, Room 4309, U.S. Department of Commerce, Washington 25, D.C. (Telephone: WO 7-2775.)

Bids invited in Colombia for jet airport projects

Bids have been requested for the financing and construction of jet airports at Cali and Barranquilla. The minimum financing term requested is 7 years.

Plans for Barranquilla and information concerning Cali are available from the Engineering Division of the Empresa, Eldorado Airport. Proposals should be delivered to the Assistant Manager, Empresa Colombiana de Aeropuertos, Fourth Floor, Eldorado Airport, Bogotá. Bid deadline is Oct. 15.

Highway project in Japan opened to U.S. bidders

A new highway project in Japan has been opened to U.S. bidders by Nihon Doro Kodan (the Japan Highway Public Corp.).

The project calls for construction of a section of the Nagoya-Kobe Expressway between Ritto and Ichinomiya. Estimated particulars are as follows:

Length, 3,400 meters; earthwork, 440,000 cubic meters (no rock); 4 bridges with total length of 98 meters; 6 viaducts with total length of 1,246 meters; and 18 underpass structures. Pavement is not included in the contract.

Interested firms should submit, in triplicate, complete information on their qualifications by Oct. 1 to Nihon Doro Kodan, 1 Chrome, Shiba Tamuracho, Minati-Ku, Tokyo. Kodan will study the prequalification applications and invite by cable on Oct. 6 firms considered qualified to participate in the bidding.

Bids on cane sugar mill invited by West Pakistan

The West Pakistan Industrial Development Corp. is inviting bids for the supply of machinery and equipment for a cane sugar processing mill to be set up in the District of Bannu.

The factory will be capable of dealing with 1,500 tons of cane per day and producing direct consumption white sugar by double carbonation and sulphitation process and capable of further extension to 2,000 tons cane per day at a later date.

Bids are to be submitted to the West Pakistan Industrial Development Corp., P.I.D.C. House, Kutchery Rd., Karachi, no later than Oct. 31.

Copies of tender PD/B/165 and bidding specifications are available from the General Industrial Equipment and Components Division, BDSA, Room 4130, U.S. Department of Commerce, Washington 25, D.C. (Telephone: WO 7-5592).

Iraq Government requires diesel alternator sets

The Iraqi Ports Administration, Basra, asks for bids on 10 diesel alternator sets of approximately 40 kv.-a. capacity under tender 162/62.

Specifications can be obtained from Purchase and Tender Office, Iraqi Ports Administration, Basra, Iraq, or from the Inspectorate General of Ports and Navigation, Ministry of Communications, Baghdad, Iraq.

The deposit of $2.80 is non-refundable. Bids close Oct. 24.

New Trade Lists

Trade Lists help you find customers, agents, distributors, licensees, and sources of supply abroad. Each list gives names and addresses of firms handling a specific commodity in one country. It also contains a summary of basic trade and industry data and other useful market information. Lists of importers and dealers indicate relative size of each firm, method of operation, products handled, territory covered, and size of sales force. Lists of exporters and manufacturers show relative size or production capacity of each firm and the products handled.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated August unless otherwise indicated.

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from this Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Alcoholic Beverage Manufacturers—Guatemala.
Builders and Contractors—Italy.
Coal, Coke and Fuel Importers and Dealers—Trinadad and Tobago.
Machinery and Equipment, Except Electrical Importers and Distributors—Egypt.
Medicinal and Toilet Preparation Importers, Dealers and Manufacturers—Netherlands Antilles, August 1962.
Seed and Bulb Importers, Dealers and Exporters—Greece.

New Books and Reports

The Impact of the Common Market on the American Economy. Published by the Chamber of Commerce of the U.S., Washington, 1962. 48 pp. $1.

The Chamber of Commerce presents its view of the Common Market's significance to the U.S. in this concise booklet. Starting at the beginning, it first covers the political and economic background of the European Economic Community (EEC), then describes its trade liberalization policies, prospects of eventually adopting common countercyclical, fiscal and monetary policies, and the relationships with associated overseas areas which were formerly colonies.

In a particularly timely section, the booklet describes the problems to be settled before Britain can join the Market.

The second half of the paper presents a comparison of the U.S. and Western Europe, and a review of their economic prospects. It describes possible U.S.-Western European trade arrangements which might arise from (1) a retention of tariff barriers, (2) a decline in industrial tariffs, or (3) if agricultural agreements supplement mutually lower tariffs.

Copies may be ordered from the Economic Research Department of the Chamber of Commerce of the U.S., Washington 6, D.C.

Balance of Payments Yearbook—Vol. 14. Published by the International Monetary Fund. Washington. $7.50.

Like earlier volumes in the Fund's series of Balance of Payments Yearbooks, this will consist of a series of loose-leaf sections issued at monthly intervals. When completed it will provide, for about 75 countries, basic global tables and explanatory notes covering definitive balance of payments data for the years 1957-60 and preliminary data for 1961.

Whenever possible, the 1961 data for a country will also be presented by regions, and data for the first half of 1962 will be given.

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World Trade Information Service. U.S. Department of Commerce. Washington, 1962.

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Calendar *for international traders*

September

21-30—8th Annual Houston International Trade and Travel Fair, Sam Houston Coliseum, **Houston, Tex.**

22-29—State Fair of Oklahoma, **Oklahoma City, Oklahoma.**

25—Export Trade Seminar, (Opening Session of 10 Week Course), Southern Methodist University, **Dallas, Tex.** Sponsors: Southern Methodist University; U.S. Small Business Administration; U.S. Department of Health, Education, and Welfare; U.S. Department of Commerce.

25—World Trade and Marketing Conference, **Albany, New York.** Sponsor: Albany Chamber of Commerce.

25—Second Export Trade Workshop, **Shreveport, La.** Sponsors: Shreveport Chamber of Commerce; U.S. Department of Commerce; U.S. Small Business Administration; Regional Export Expansion Council.

25—Export Trade Seminar (opening session of 10 week course), Temple University, **Philadelphia, Pa.** Sponsors: Foreign Traders Assn. of Philadelphia, Inc.; U.S. Small Business Administration; U.S. Department of Commerce.

25—Foreign Trade Educational Workshop (First of 7 weekly meetings), Travelers Insurance Building, **Boston, Mass.** Sponsors: Office of Distributive Education, Boston Public Schools; Associated Industries of Mass.; International Trade Assn. of New England; Greater Boston Chamber of Commerce; Mass. Dept. of Education; Boston Regional Export Expansion Council; Retail Trade Board; World Trade Center in New England; Smaller Business Assn. of New England; U.S. Small Business Administration; U.S. Department of Commerce.

25—Meeting and showing of film "The Trade Fair Story," Franklin Park Rotary Club, **Franklin Park, Ill.**

25-26—Conference on Trade and Investment in Tropical Africa, The Hotel Commodore, **New York City.** Sponsors: Nigerian-American Chamber of Commerce, African Affairs Society of America and the U.S. Department of Commerce.

26—Monthly Luncheon, Miami-Dade County Chamber of Commerce, DuPont Plaza Hotel, **Miami, Fla.**

27—Foreign Trade Workshop, **Hilo, Hawaii.** Sponsors: Hawaii Island Chamber of Commerce; U.S. Department of Commerce; U.S. Small Business Administration.

27—Dinner Meeting, World Trade Club of St. Louis, Fred Harvey's Restaurant, **St. Louis, Mo.**

27—World Trade Seminar, **Tulsa, Oklahoma.** Sponsor: World Affairs Committee, Tulsa Chamber of Commerce.

27—Export Trade Workshop, Pier 66, **Fort Lauderdale, Fla.** Theme: "The World is your Market." Sponsors: Greater Fort Lauderdale Chamber of Commerce; Hollywood Chamber of Commerce; Pompano Beach Chamber of Commerce; South Florida Regional Export Expansion Council; U.S. Small Business Administration; U.S. Department of Commerce.

28—Export Trade Workshop; George Washington Hotel, **West Palm Beach, Fla.** Theme: "The World is your Market." Sponsors: Greater West Palm Beach-Palm Beach County Chamber of Commerce; South Florida Regional Export Expansion Council; U.S. Small Business Administration; U.S. Department of Commerce.

October

1—Milwaukee International Trade Institute Meeting (First of 10 weekly meetings), **Milwaukee, Wis.** Sponsors: Milwaukee World Trade Club; Marquette University.

1—World Trade Educational Workshop (First of 8 weekly meetings), YWCA Building, **New Orleans, La.** Sponsors: Louisiana-Mississippi Regional Export Expansion Council; U.S. Department of Commerce; U.S. Small Business Administration; International House; International Trade Mart; Chamber of Commerce of the New Orleans Area.

1-6—Annual Convention, Printing Industry of America, The Queen Elizabeth Hotel, **Montreal, Canada.** Theme: "Changing Markets in a Changing World."

2—Export Seminar, DoAll Company Auditorium, **Des Plaines, Ill.** Sponsors: Illinois Committee on Trade Expansion, Des Plaines Chamber of Commerce.

3—Executive Export Training Program, Pierson Hall, University of Kansas City, **Kansas City, Mo.** Sponsors: The International Trade Club of Kansas City, U.S. Small Business Administration, U.S. Department of Commerce, Regional Export Expansion Councils.

3—Dinner Meeting, American Society of Mechanical Engineers, Mellon Hall, **Pittsburgh, Pa.**

3-5—National Convention of the Propeller Club of the U.S., **Seattle, Washington.**

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